

GRAIN DEALERS JOURNAL

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CHICAGO, ILL., JUNE 25, 1904.

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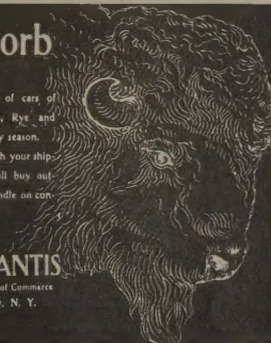
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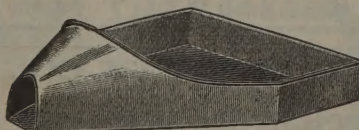
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 Try us with consignments of grain.
 We also handle options.
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 Pratt & Co., grain commission.*
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 Bryant & Co., grain.*
 Calumet & Western El. Co., commission.*
 Chicago Grain & Eltr. Co., commission.
 Crighton & Co., grain commission.*
 Finney, Sam, commission.*
 Fraser, W. A., Co., grain commission.*
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 Fyfe, Manson & Co., Grain Com'ns.
 Gerstenberg & Co., grain, seeds.*
 Harris, Scotten Co., receivers, buyers,
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 Holt, Lowell & Co., grain receivers.
 Hulburd, Warren & Co., grain com'ns.*
 Irwin, Green & Co., grain commission.
 Johnson, W. F., & Co., grain, seeds.*
 Lake, W. H., & Co., commission, receivers.
 Lasier & Hooper, receivers and shippers.*
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 Rosenbaum, J., Grain Co., rec'rs, ship'rs.
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 Sidwell, Geo. H., & Co., grain commission.*
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 Updike Commission Co., grain, provisions.
 Van Ness Bros., grain com'ns.
 Warner & Wilbur, grain commission.*
 Wagner, E. W., receiver and shipper.*
 Ware & Leland, grain, seeds.*
 West, John, & Co., grain, seeds.*
 Wetmore, H. D., & Co., commission.*
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 Southern Grain Co., grain merchants.
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 Marfield-Griffiths Co., grain commission.*
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 Forbell & Tlson, grain commission.
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 Story, W. H., & Co., grain commission.

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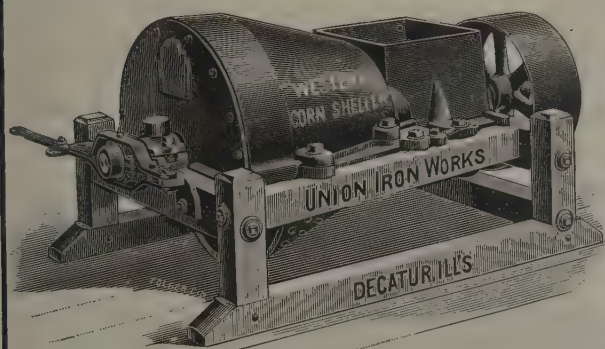


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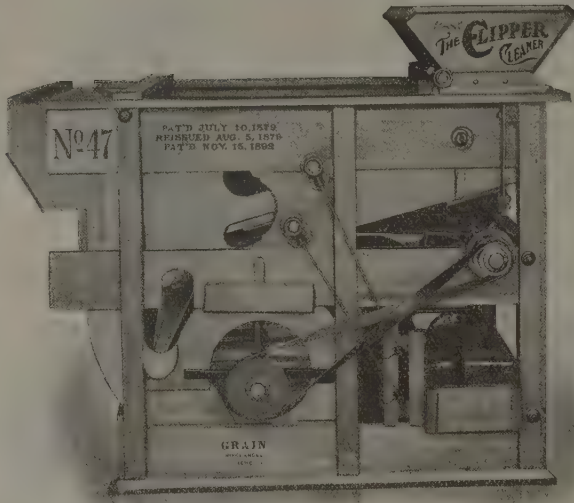
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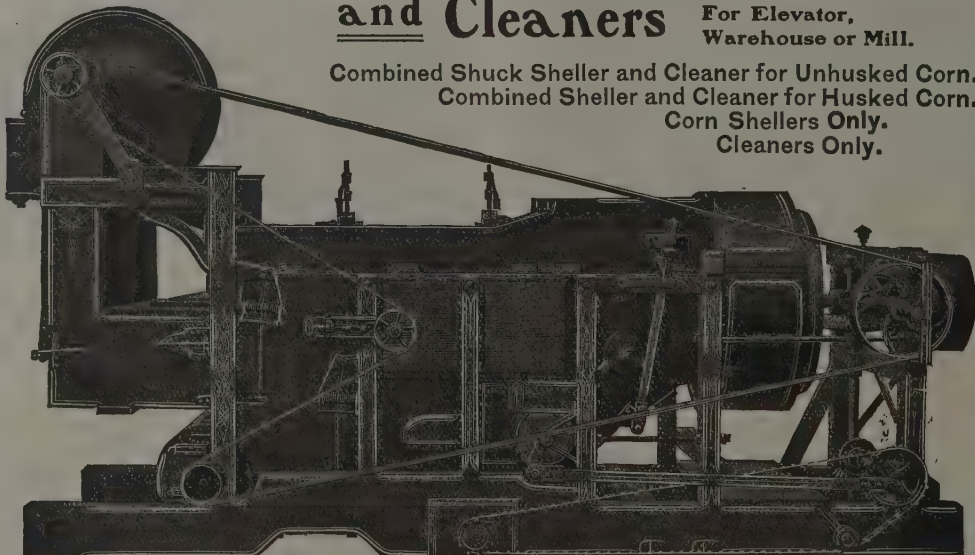
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Corn Shellers Only.
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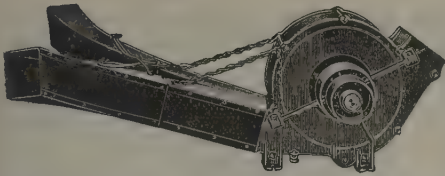
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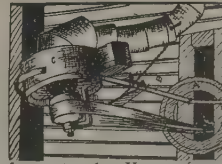
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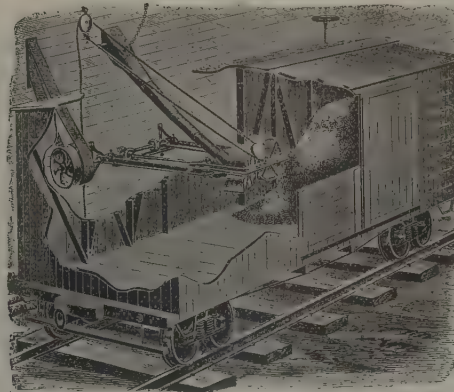
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Has a capacity of 6,000 to 9,000 bushels per hour. A perfect success.

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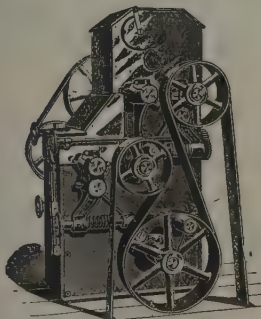
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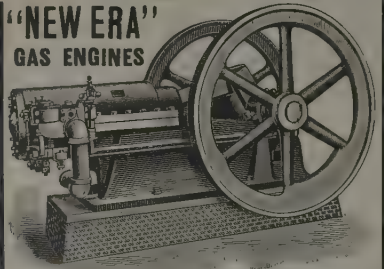
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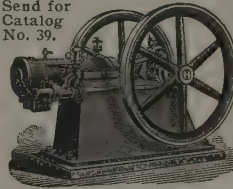
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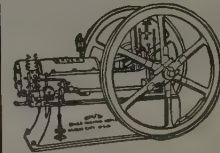
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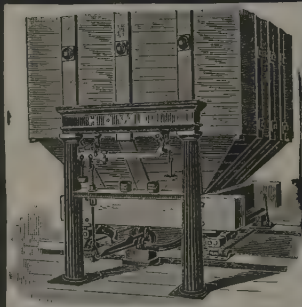
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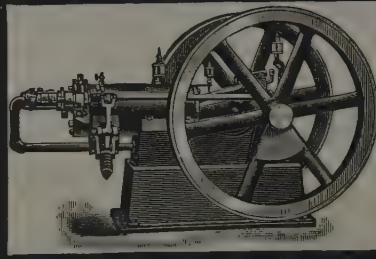


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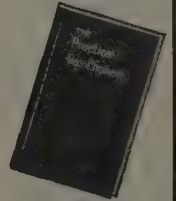
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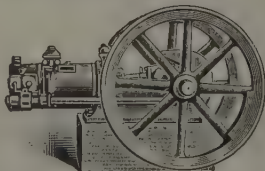
Grain Dealers' Scale Tickets

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net...bushels...pounds, Price, Dollars and Fees. It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

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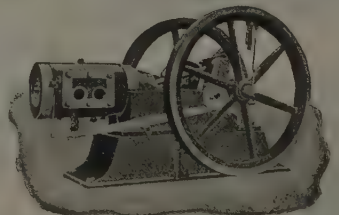
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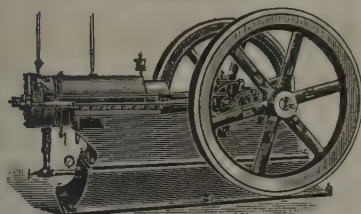
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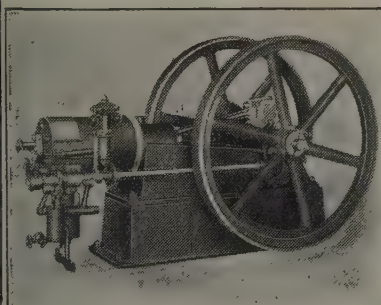
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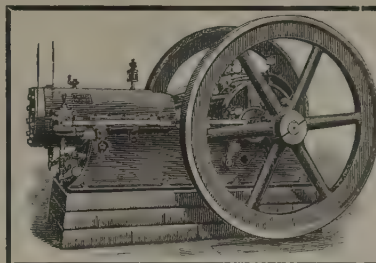
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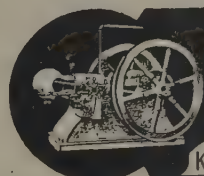
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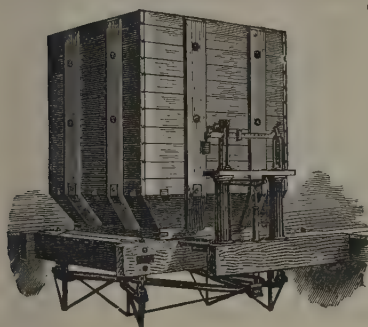
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Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

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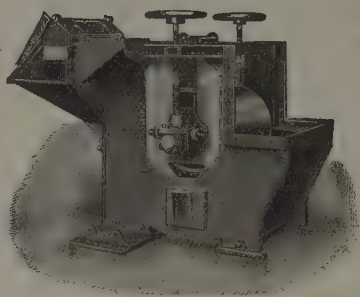
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In using this book the dealer minimizes the chance of making errors by posting from original entries.

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" " " Elkhart, "	15,000
" " " Enterprise, "	15,000
Mpls. & Northern, Glenburn, N. D.	30,000
" " " Lausford, "	30,000
" " " Mohall, "	30,000
Acme Grain Co., Tower City, N. D.	30,000
" " " Lovell, "	30,000
" " " Elizabeth, Minn.	20,000
Crown Elevator Co., Odessa, Minn.	30,000
" " " Hosmer, S. D.	10,000
" " " Hillview, S. D.	10,000
Farmers' Elevator Co., Northwood, N. D.	40,000
" " " Carrington, "	40,000
" " " Blabon, "	30,000
" " " Dawson, Minn.	30,000
" " " Garden City, S. D.	15,000
" " " Nashua, Minn.	15,000
Anchor Grain Co., Mohall, N. D.	30,000
Winter & Ames, Westhope, "	30,000
D. M. Baldwin, Jr., Tower City, N. D.	30,000
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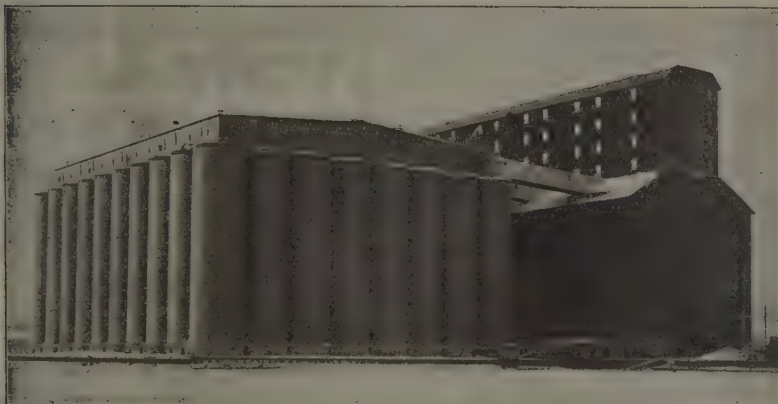
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North Star Malting Co., "	500,000	David Stott Milling Co., Detroit,	200,000
Victoria Elevator Co., "	250,000	Pabst Brewing Co., Milwaukee,	250,000
Frisco Ry. Elevator, Kansas City,	500,000	Wisconsin Malt & Grain Co., Appleton,	200,000
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C. M. & St. P. Ry., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal, "	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & Western Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
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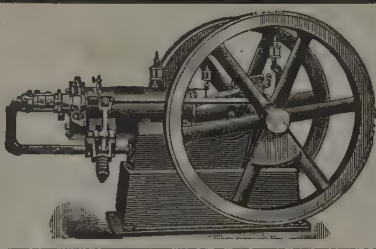


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Office and Works: YORK, NEBR.

If You Don't

buy your goods of us

We Both Lose Money

Complete line of

ELEVATOR MACHINERY AND SUPPLIES

H.L. Thornburgh & Co.

Chicago, Ill.

ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

Cleveland Elevator Bucket Co.,
Cleveland, Ohio.

Any Weight

of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents.

GRAIN DEALERS JOURNAL,

255 LaSalle Street,

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Grain Elevator Machinery

Friction Clutch Pulleys

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SUPPLY
Co.

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in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade.

If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

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Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4 1/4 x 8 1/4 inches, 110 pages.

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MIDLAND MACHINERY CO.,

MACHINERY, BELTING AND SUPPLIES FOR GRAIN ELEVATORS AND FLOUR MILLS

Power Transmission Machinery of Every Description

We want you to let us quote you prices for the equipment of your new elevator. We think it will pay you. We carry a large stock and make prompt shipments.

Send for our large

illustrated catalog.

It is FREE.

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GRAIN ELEVATOR SUPPLIES.

A GRAIN SPOUT

That will load cars
without
shoveling.

It is worth its
weight in gold
It will save you in
labor all it costs in
less than a month.

Send for Prices to

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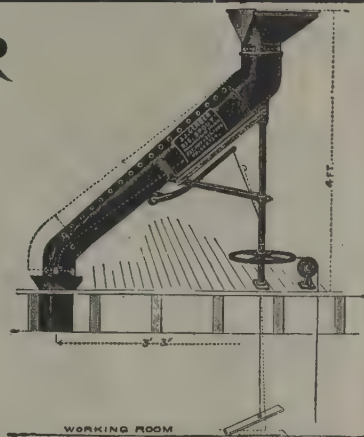
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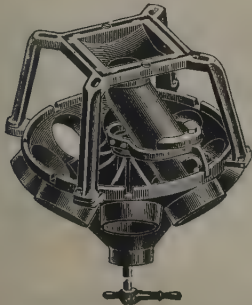
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THE HALL SIGNALING DISTRIBUTOR



6-inch, 8 ducts.

NON-MIXING

"ALL distributors, save only this, mix
grain in distribution!"

That is a pretty strong statement, but is
verified by several hundred elevator owners
who formerly used the other kinds, posi-
tively asserting that it is impossible for
"The Hall" to fill up, either the spout or
elevator head, or scatter grain into the other
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The "Signaling" feature of our device is
the factor that accomplishes this result, and
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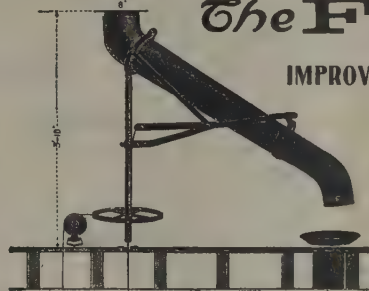
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The Flour City IMPROVED DISTRIBUTING SPOUT



**Combines Strength with Simplicity,
Ease of Operation with Certainty of
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Making the Flour City the best distributing
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POND & HASEY CO.

231 Fifth Ave., So.,
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ELEVATOR SUPPLIES

We can equip your elevator
from top to bottom. If you need
a gasoline engine, a grain
cleaner, scales or anything for
your elevator, we have it and
can ship promptly. Get our
catalog now, then tell us your
troubles.

C. D. Holbrook & Co.
MINNEAPOLIS, MINN.

Testimony

from those who know the value of
the "For Sale" and "Wanted"
columns of the Grain Dealers
Journal for reaching live grain
dealers.

Continue ad until further notice: It
brings results.—T. C. Grady, Maroa,
Ill.

Stop the ad it has brought us a trade.
—Mell & Cole, Elgin, Okla.

We have sold out. Your journal did
it.—McCrea & Vlerebome, New Hol-
land, Ohio.

Since inserting my ad I have procured
two elevators. I am in touch with
several other propositions and will no
doubt be able to close on some more;
all of which came about thru the recent
ad run in the Journal.—Julius Kunz,
Wesley, Ia.

Please stop ad as I am now overwhelm-
ed with applicants. I am receiving
answers from Ohio to Colorado.—J. R.
Marsh, Cedar Vale, Kans.

At the time we inserted our ad in your
Journal, we also sent the same to the
daily papers in St. Louis, Chicago and
other cities. We are pleased to say to
you that we received more replies thru
the ad inserted in your paper than any
other one that we advertised in, ten-
fold.—The Union Grain and Hay Co.,
Cincinnati, O.

**What the Journal has done
for these advertisers, it can
do for you.**

Clark's Decimal Grain Values

show at a glance or with the simplest addition the cost of any quantity of grain
at any possible market price, and reduces pounds to bushels on same page.
Printed in two colors. Quantities are shown in red and values in black figures.

- No. 31. **Oat Values** 10 to 79 cents per bushel and reducing any weight to bushels of 32 pounds.
Bound in manila. Price, \$2.00.
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to bushels of 56 pounds. Bound in manila. Price, \$2.00.
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any weight to bushels of 60 pounds. Bound in manila. Price \$2.00.
- No. 34. **Barley and Buckwheat Values**, 20 cents to \$1.49 per bushel, and reducing any
weight to bushels of 48 pounds. Bound in manila. Price, \$2.00.
- No. 35. The complete book contains the four sets of tables, printed on best linen ledger paper
and bound in cloth half leather. Price \$6.00 per copy.
- No. 36. The same as No. 35 but printed on 80-lb. book paper. Price \$5.00 per copy.

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Manufacturers of simple, accurate and reliable Automatic Weighing Machines. Scales for even weight bagging a specialty. Write for particulars.

**36 and 38 Union Park Place,
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The Name

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stands for all that is latest
and best in construction
and in performance

Descriptive Pamphlet on Application

Hess Warming and Ventilating Co.

**707 Tacoma Bldg.
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Read What Users of
our Latest Type



Elevator Separators Have to say of Them

KANSAS CITY, MO., May 14, 1904.

THE S. HOWES CO.,
Silver Creek, N. Y.

GENTLEMEN:—

We have had your two No. 184 "Eureka" Two-Fan Two-Shoe Counter-Balanced Separators in operation for some time, and find them to be in every way satisfactory. We consider the counter-balancing arrangement a great improvement, as the machines run smoothly, and without jarring or vibration. The aspirations are all that could be desired, and we find the machines to be well and heavily built, and we consider these Cleaners are the best that are made, and are in every respect entirely satisfactory. It was on account of the good work obtained from these machines that we placed our order with you for the Cleaners and Clippers for our New Harlem elevator.

Yours very truly,

HARROUN ELEVATOR COMPANY

(Signed)

Per A. M. Harroun.

The S. Howes Company



"EUREKA" WORKS

SILVER CREEK, N. Y.

Established 1856



Moisture

should be removed from your grain before it leaves your elevator. Then you can rest easy as to its condition when it arrives at destination. It is now possible for every country elevator man to dry grain, for the

PERFECTION GRAIN DRIER

is within reach of all and it is practical, too. A postal card request will bring full information.

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Successors to

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ROOM 905, 303 DEARBORN ST.

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GRAIN WANTED.

WHEAT, CORN AND OATS wanted. Car lots; Philadelphia rate. Address, Andrew M. Garber, Salunga, Pa.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

WE solicit your consignments of grain and millfeed. They will have our best care. BURNS BROS., Buffalo, N. Y.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

GRASS AND FIELD seeds wanted. We are always in the market for all varieties. Address the Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

WANTED, your consignments of flour, grain and hay. Personal attention and prompt service. Address, Bennett, Hawkins & Co., Nashville, Tenn.

OFF GRADES,
OATS AND WHEAT,
ANY QUANTITY
OR

CONDITION.
SEND SAMPLE AND PRICE.
B. & O. ELEVATOR,
THIRD & W. FRONT STREETS,
CINCINNATI, OHIO.

Results Follow The Ad

We have sold out. Your Journal did it.
McCREA & VLREBOME, New Holland, Ohio.

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TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

FIELD AND GRASS seed for sale. When in need of anything in this line write us. We make prompt delivery. The Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

HAY WANTED.

HAY Consignments solicited. Drafts for 75 per cent of value honored. Prompt returns. R. L. Chenery, Richmond, Va.

HAY CONSIGNMENTS solicited. Will honor draft with bill of lading attached for three-fourths value. Prompt returns. S. T. Beveridge & Co., Richmond, Va.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

YOUR HAY
WILL GET
OUR

BEST SERVICE.
WRITE FOR
MARKET LETTER.
THE GALE BROS. CO.,
CINCINNATI, OHIO.

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STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address, T. G. White, Cedar Rapids, Ia.

Every Power User

can easily keep belts in perfect working order with

Conner's Belt Tightener

Stretches any belt to proper tension. Readily applied; one man does all the work. Clamps can't slip nor mar. No wrench needed. Strong, durable, economical—a great time and labor saver. Write for full description and prices.

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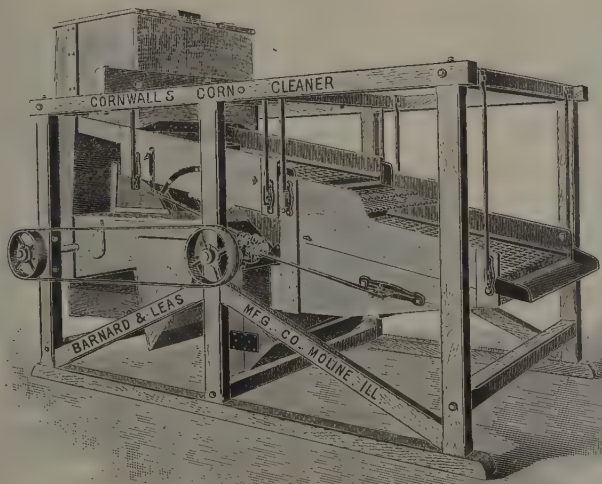


DUPLICATING SCALE TICKET BOOK

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per Bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out, 800 tickets in each book, Price \$1.25.

Grain Dealers Company,
255 La Salle Street, Chicago, Ill.

Improve Your Grades



This must be done if you want to get the best results from your house.

For this purpose the Cornwall Corn Cleaner has no equal.

It has valuable features possessed by no other Cleaner.

Its patent finger sieve will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature together with the row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to thoroughly clean the corn in one operation.

We also make other Cleaners and a full line of Shellers, while we furnish every thing in the elevator line.

Send for our Circular "C."

Barnard & Leas Mfg. Co.

Builders of Elevators and Elevator Machinery.

Moline, Illinois.

ELEVATORS FOR SALE.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

WRITE ME before buying an elevator. Can suit you. T. C. Grady, Maroa, Ill.

LIST YOUR ELEVATORS and mills for sale with me. Have cash buyers. Aaron Smick, Decatur, Ill.

OHIO ELEVATOR handling not less than 200 cars on an average crop wanted. Address, C. M. Myers, Ludlow, O.

ELEVATOR for sale in Western Iowa, large territory; snap for cash buyers. Address, Taylor & Emmons, Stuart, Ia.

ELEVATORS FOR SALE in Illinois, Indiana, Ohio, Iowa and other states. Write for list. Aaron Smick, Decatur, Ill.

I WILL sell my elevator, feed mill and lumber yard at Bryant, Ia.; doing a good business in all lines. N. J. Millhaem, Miles, Iowa.

THE ONLY MAN devoting his entire time and attention to selling elevator property is C. A. Burks, Elevator Broker, Decatur, Ill.

INDIANA ELEVATOR for sale. Good territory; no competition; crop good. Address, A. & S. Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR for sale in good grain town in Illinois; 30,000 bu. capacity; gas engine, sheller; all modern machinery. Address Box 205, Bismarck, Ill.

SMALL ELEVATOR and coal business in Indiana, good country, doing a good business and in good repair. Address, Lock Box 98 Sulphur Springs, Ind.

FOR SALE—Best paying elevator. Fruit and potato business in a northern Michigan county seat. Address H. E. S., Box 7, Grain Dealers Journal, Chicago.

FOR SALE—One new 20,000 bushel elevator in Southern Minnesota and three 15,000 bushel elevators in Iowa. For particulars address Lock Box 314, Luverne, Minn.

ELEVATOR for sale, 10,000 bushel capacity, up-to-date; good wheat, corn and oats belt; all new, and good coal business. No competition. Come and see. W. L. Bristoll, Mt. Blanchard, Ohio.

MINNESOTA, DAKOTAS, NEBRASKA, KANSAS AND MISSOURI. I have a number of good propositions in each of these states. Write for my list. C. A. Burks, Elevator Broker, Decatur, Ill.

ELEVATOR FOR SALE; 18,000 bushels capacity, steam power, corn sheller, two cleaners, two pair scales; good competition; best farming section in Oklahoma; elevator almost new; doing good business. Address F. W., Lock Box 6, Thomas, Okla.

FOR SALE — Two first-class grain elevators in the best grain country in Southern Minnesota; 50,000 bus. capacity, gasoline power, cleaners and everything in good condition and doing good business; coal and live stock in connection. Address Y. B., Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

TWO GRAIN ELEVATORS for sale. Located in central Kansas on the Frisco and Missouri Pacific R. Rs.; wheat prospects good. For particulars address Krow, Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in Southwestern Iowa, 10,000 bu. capacity, two cleaners, sheller, hopper scale, gasoline engine, feed mill, and coal business. Address Son Box 12, Grain Dealers Journal, Chicago, Ill.

WISCONSIN 25,000 bushel elevator, with machinery for handling grain and making feed; a large established business. Best recommendations. Address Wisconsin, Box 6, care Grain Dealers Journal, Chicago, Ill.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

ELEVATOR FOR SALE on the Big 4 Ry. in the corn belt in McLean County, Ill. Capacity, 25,000 bushels. Handles about 200,000 bushels yearly. No competition. Gasoline, 16 h.p.; all in good condition. Address, R. M. Hall, Downs, Ill.

FOR SALE—Modern Iowa elevator with stock business; 20,000 capacity, 40,000 crib room. Might sell lumber and coal business in connection. Good country, business and prospects. Address, Maica, Box 10, Grain Dealers Journal, Chicago, Ill.

N. E. KANSAS ELEVATOR for sale cheap, 20,000 bushel. Gasoline engine, Victor sheller, Cornwall cleaner, forty thousand capacity hopper scale, Boss car-loader. Cash and time or cash and clear land. Address, N. E. K. Box 9, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale. New, just completed, good size lot of land, good coal business as well as grain business; stock scales. Situated in central Indiana in good corn and oats country on Big Four railroad. Address Hoosier Box 9, Grain Dealers Journal, Chicago, Ill.

HAVING DECIDED to retire from business the owners offer for sale 23 elevators of good capacity and situated at good paying stations in Minnesota, South Dakota and North Dakota. For full particulars, Address, Line Co., Box 9, Grain Dealers Journal, Chicago, Ill.

I ALSO MAKE A SPECIALTY OF LUMBER AND COAL YARDS AND IMPLEMENT STOCKS. I conducted the same in connection with my country stations, which puts me in a position to judge value of such property and assist you in selecting a location and business proposition worthy of investigation. C. A. Burks, Elevator Broker, Decatur, Ill.

ELEVATORS FOR SALE.

ILLINOIS, INDIANA, OHIO AND IOWA, if you want to buy an elevator in either of these states write for my list. C. A. Burks, Elevator Broker, Decatur, Ill.

FOR SALE—A 10,000 bushel elevator, gasoline engine, dump, etc., in best town in Northwestern Iowa. Must be sold to close an estate. Write, J. C. Hall, Cherokee, Iowa.

ELEVATOR FOR SALE, 18,000 capacity, gasoline engine, cleaner, dump and scales; good grain section, Northern Iowa. Address, Room 81 Chamber of Commerce, Minneapolis, Minn.

FOR SALE—Exclusive stock and coal business with a 10,000 bushel elevator in good repair in Eastern Kansas in good town. Address Sasnak, Box 8, Grain Dealers Journal, Chicago, Ill.

NEW 10,000 BU. ELEVATOR for sale, or rent. Coal, tile, stone, machinery and lumber; now doing good business; no competition. Address Box 87, Sycamore, Ill.

TWO WELL located Kansas elevators, arranged for shelling, cleaning, sacking, mixing, etc., in transit. Will consider some cash, balance long time. Address Eagle, Box 7, Grain Dealers Journal, Chicago, Ill.

YEARS OF EXPERIENCE as the operator of country stations, track buying and the receiver of grain, puts me in a position to serve you intelligently, if you are looking for a good grain point and plant. C. A. Burks, Elevator Broker, Decatur, Ill.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

ELEVATOR FOR SALE, with corn and feed mill in connection. Enjoys a splendid feed trade; best shipping facilities; the only elevator in a city of 25,000. A 30-h. p. gas engine produces power at a cost of 10 cents per hour. Everything is in first-class condition. Price, \$5,000. Address, F. S. Butler, Richmond, Ind.

STINSON, MORRISON & CO. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Okla. Handled 165,000 bu. of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest and time on balance at reasonable interest. Address E. A. Stinson, Guthrie, Okla.

LOCATIONS FOR ELEVATORS

Excellent locations for ELEVATORS on the Belt Ry. of Chicago. (The Inner Belt). Address B. Thomas, Pres., Room 13, Dearborn Station, Chicago.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

ELEVATORS WANTED.

WANTED to buy or rent elevator. Address Box 154, Lesterville, S. D.

WANTED ELEVATORS in exchange for farm lands in Illinois, Iowa and Minnesota. Aaron Smick, Decatur, Ill.

WANTED, one or two elevators doing good business. Address, G. H., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED TO RENT elevator with view to buying. Address, Mud, Box 12, Grain Dealers Journal, Chicago, Ill.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

THE LARGEST LIST OF CUSTOMERS for elevator property in the grain belt; if you want to sell write me. C. A. Burks, Elevator Broker, Decatur, Ill.

ELEVATOR WANTED at good grain point, Western Iowa, Eastern So. Dakota or Western Minnesota preferred. Address, B. L. T., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED—Good elevator and feed business in live country town. County seat preferred. Full particulars first letter. Address, Dale, Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED to rent, with option of buying, elevator on eastern lines within 75 miles of St. Louis. Capacity at least 20,000. Give full description and terms. Address, W. A. C., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED a line of Elevators on either of the following roads: B. & O., Erie or Penn., west of Mansfield, Ohio, with whom we can make arrangements to buy wheat for us on a commission basis. Address, The Hicks Brown Milling Co., Mansfield, Ohio.

MISCELLANEOUS FOR SALE.

IOWA FARM in Blackhawk County, 240 acres for sale or trade. Address, G. W. Conrad, Wood River, Nebr.

BELT FASTENER. Something new. Quickly adjusted; holds belt tight; can be used over and over again; saves all bother, worry and trouble. Good commission for selling. For particulars address W. A. Nutt, Urbana, Ohio.

HAY BARN for sale. Practically new, about 80x150 ft. (100 cars capacity) on two lots 50x200 ft. each; located in the prosperous town of Mounds, Creek Nation, I. T., on Frisco Ry. A fine grain and hay point. Bargain for cash. Rented last year for \$300.00, but want to sell at once. Wire or write Waxahachie Grain Co., Waxahachie, Tex.

FOR SALE.

- 1 700 bu. Fairbanks Hopper Scale.
- 1 60 bu. Fairbanks Hopper Scale.
- 1 10 h. p. Vertical Steam Engine.
- 1 15 h. p. Atlas Steam Engine.
- 1 20 h. p. Steam Engine.
- 1 35 h. p. Steam Engine.
- 1 20 h. p. Upright Steam Boiler.
- 1 25 h. p. Upright Steam Boiler.
- 1 35 h. p. Horizontal Boiler.
- 1 50 h. p. Horizontal Boiler.
- 1 12 in. Scientific Grinding mill.
- The E. E. Hollister Co., Quincy, Ill.

MILLS FOR SALE.

FULL outfit of machinery of 50-bbl. roller mill for sale. C. J. Kreisel, Olmitz, Kans.

FOR SALE—A controlling interest or the entire 125 bbl. up-to-date flour mill. Bentley & Bentley, Augusta, Okla.

FOR SALE—150-bbl. flour mill, elevator adjoining, combined capacity, 60,000 bu. Good wheat country in Indiana; also mills in other states. Aaron Smick, Decatur, Ill.

FEED MILL for sale in live town of 10,000; doing fine business. Reason for selling, poor health. Will guarantee it a good investment. T. S. Ellis & Co., Hartford City, Ind.

100-BBL. BRICK FLOUR MILL, with all modern improvements for sale. Large two-story brick warehouse; situated in center city of Jackson; splendid farming community. Mill runs every day; all local trade. Address, T. B. Taylor, Jackson, Mich.

MODERN FLOURING MILL for sale in one of the best wheat sections of Oklahoma; located on the main line of the A. T. & S. F. R. R. Prospects for crops this year are good. This mill was built 4 years ago; is a four story frame structure, in splendid condition with a capacity of 125 bbls. of flour and 100 bbls. of meal per day; building large enough to increase its capacity to 300 bbls. of flour. Write E. A. STINSON, Guthrie, Okla., for full particulars. It will pay you to investigate this proposition.

FLOUR MILL LOCATIONS

OPENINGS for flour mills, feed mills and grain elevators are numerous along the several new lines of the St. Louis & San Francisco Railroad recently opened to traffic. These lines traverse some of the finest wheat and corn producing sections of the Southwest and opportunities for mills are numerous. The



through its Industrial Department is prepared to furnish full information regarding desirable flour mill locations.

Send for copy of new handbook of information entitled "Opportunities."

M. SCHULTER
INDUSTRIAL COMMISSIONER

Frisco Building ST. LOUIS, MO.

TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

FOR SALE second-hand 4-ton Fairbanks wagon scale. In good condition. G. Brauer, San Jose, Ill.

ONE SECOND-HAND set of four ton standard Fairbanks dump scales for sale. Garfield County Milling Co., Enid, Okla.

SECOND-HAND SCALES in first condition for sale cheap. Standard Scale & Foundry Co., 22nd & Wyandotte Sts., Kansas City, Mo.

FAIRBANKS hopper scales 1-75 bus. with hopper complete, \$50.00; ½ ton with hopper complete, \$40.00; f.o.b. Minster. T. B. Steineman, Minster, O.

NEW AND SECOND HAND Railroad Track, Hopper and Wagon Scales for sale. Give us a trial. We will save you money. Beckman Bros., Des Moines, Ia.

TWO SECOND-HAND 42 ft. Standard R.R. track scales; thoroughly overhauled and resealed and guaranteed to give perfect service. Des Moines Scale & Mfg. Co., Des Moines, Iowa.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

SCALES FOR SALE.

1 600-bu. Fairbanks Hopper Scale, compound beam, and levers to bring beam below, \$125.00

1 6-ton Howe Wagon Scale, with 8x22 platform, \$65.00

1 6-ton Fairbanks Wagon Scale, with 7x20 platform, \$55.00

1 4-ton Fairbanks Wagon Scale with 7x14 platform, \$50.00

All of the above are thoroughly refitted. Address, Allen P. Ely & Co., Omaha, Nebr.

Grain Dealers' Scale Tickets.

BOOK NO. 51.

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net... bushels... pounds, Price, Dollars and Cents.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cent. Address

GRAIN DEALERS COMPANY

255 La Salle Street. - Chicago, Ill.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

ENGINES FOR SALE.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

FOR SALE—One 11x18 slide valve self-contained engine, with Gardner governor. Address, Goodenough Bros., Louisville, Ill.

LEWIS GASOLINE engine, 6 h. p., for sale; good condition; used 4 years; price \$150 here. Varney Mfg. Co., Leavenworth, Kan.

GAS OR GASOLINE engine, 3 h. p., for sale; new; never been used. Price if sold soon, \$110. Address Clark Bros., Wabash, Ind.

FOR SALE—One 35-h. p. White & Middleton Gasoline Engine, in good condition. John R. Lowrey, 12th & Izard Sts., Omaha, Neb.

FAIRBANKS-MORSE gasoline engine, 22 h. p. in good condition for sale at a bargain. Address, W. O. Brackett & Co., Sherman, Tex.

KEROSENE OIL ENGINES are the most satisfactory type. Send for Catalog. Int'l Power Vehicle Co., 381 Dearborn St., Chicago, Ill.

SECOND-HAND Gasoline Engine, 10 h. p., Standard make; will sell cheap on quick cash sale. Address G. S. Crilly, 715 Adams St., Chicago, Ill.

FAIRBANKS-MORSE 54 h. p. Gasoline Engine for sale; run 2 years; will sell cheap. Address F. W. Seele, 408 Chamber of Commerce, St. Louis, Mo.

FOR SALE—One second-hand Brown gasoline engine, in splendid condition, Used but a short time. 16 h. p.; everything complete; price quoted on application. Lyons Mill & Elevator Co., Lyons, Ind.

FOR SALE: One 80-h.p. R. H. Atlas automatic governor engine; one 5¼-in. x 3½-in. x 5-in. Dean feed water pump (double action). Both as good as new and must be seen to be appreciated. Burrell Eng. & Const. Co., R. 64, 265 LaSalle St., Chicago, Ill.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

GASOLINE ENGINES for sale; practically new.

1 2-h. p. Stover Gasoline Engine, \$60.00
1 3-h. p. Webster self-contained, with electric spark and tube, \$100.00

1 3-h. p. Foos Vertical Gasoline Engine, \$75.00

1 4-h. p. Webster Vertical Gasoline Engine, \$125.00

1 5-h. p. Webster-Lewis Gasoline Engine, \$125.00

1 8-h. p. Standard Gasoline Engine, made at Des Moines; in use about six months; both torch and electric spark; all complete, \$175.00

1 16-h. p. Racine Gasoline Engine, \$200.00

1 7½-h. p. Webster Horizontal Gasoline Engine, \$190.00

Address, Allen P. Ely & Co., Omaha, Nebr.

ENGINES FOR SALE.

FAIRBANKS-MORSE gasoline engine for sale, second hand, 12 h. p. Garfield County Milling Co., Enid, Okla.

SECOND-HAND 12 h. p. Foos stationary gasoline engine, price \$250, for sale. Address, Geo. D. Pohl Mfg. Co., Vernon, N. Y.

FOR SALE: 2½ h.p. gas engine first class condition, \$75.00; one No. 28 Florida heating boiler, \$65.00; hot water radiators, 60c per section; 1 ¾ h.p. horizontal steam engine, \$25.00. Andrew McCann, Chicago, Ill.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 7-h. p. Otto; 5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p. Foos; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

ENGINES FOR SALE.

1 8-h.p. Pierce; 1 5-h.p. Webster.
1 25-h.p. Charter; 1 7-h.p. Charter.
2 6-h.p. Fairbanks Upright.
1 12-h. p. Otto.
No. 1 and No. 2 Willford Roller Mill.
1 Appleton Mill and Crusher.
2 Triumph corn shellers.
C. D. Holbrook & Co., Minneapolis, Minn.

ENGINES AND BOILERS.

TUBULAR BOILER, 66x16, with fronts, in good order, for sale at a bargain. F. G. Ely, Traders Bldg., Chicago.

FOR SALE: One 15 h. p. upright boiler and engine, in excellent condition. Hoerlein, 3151 Cottage Grove Ave., Chicago, Ill.

FOR SALE—A 40 h. p. Atlas boiler, almost new, and a 35 h. p. Atlas engine. Wellington Milling & Elevator Co., Wellington, Kans.

FOR SALE CHEAP—A 75 h. p. steam plant. One 60 in. x 14 ft. Atlas boiler, 3½ in. flues; one 10 and 14x20 Atlas tandem compound automatic engine; one Brownell open heater, and one Dean Bros. boiler feed pump. All in good order; can be seen running every day. I want to sell this plant for delivery June 1st; will sell as a whole plant, or will split it up. Address J. H. Cline, Concordia, Kans.

FOR SALE—BARGAINS.

1 250-h.p. 18x36-inch Buckeye Automatic Girder frame, slow speed, \$1350.00.

1 90-h.p. 11x18 Buckeye Automatic Tangye Bed, medium speed, \$550.00.

1 50-h.p. Nordberg Corliss, \$500.00.

1 250-h.p. 18x42-inch Weisel & Vilter Corliss, wheel 12 feet x 27 inches, \$1300.00.

1 175-h.p. 18x24-inch Atlas Heavy Duty Automatic, wheel 12 feet x 24 inches, \$650.00.

1 70-h.p. 14x16-inch Porter Mfg. Co. Center Crank, slide valve, \$250.00.

These engines are all still on their foundations, absolutely as good as new.

5 80-h.p. 60-inch x 16 ft. 2-ring design 44 4-inch flues complete with full fronts and trimmings, including Hawley Down Draft Furnaces, each, \$300.00.

1 200-h.p. Baragwanath Copper Tube Heater, almost new, \$225.00.

F. E. PFANNMUELLER & CO., Phone 1767 Harrison, 733 The Rookery, Chicago, Ill.

MACHINES FOR SALE.

BARNARD & LEAS Cleaner, No. 3, for sale cheap. F. G. Ely, Traders Bldg., Chicago.

FOR SALE CHEAP—Two Barnard & Leas Dustless separators. Address, Harris, Scotten Co., Burlington, Ia.

FOR SALE—One Robinson Steam Power Hay Baling Press; was used only one day. Very cheap. Address Kuncce & Rozanek, Milligan, Neb.

SECOND-HAND CORN SHELLER for sale cheap. Has no equal; a great success; guaranteed. Address, W. L. Bristol, Mt. Blanchard, Ohio.

ROLLER MILLS for sale: 3 Gilbert six-inch and one Stevens, size of rolls 9x18 inches; also one hand Clipper Mill. Johnson & Son, Goshen, Ind.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1,100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

FOR SALE a No. 1 Little Victor cylinder sheller, only used 6 months. Also a 14 in. Vertical French buhr, \$25 each f.o.b. here. Address, Emil Brunner, Hope, Kans.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 20. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

FOR SALE—No. 4 Western corn cleaner and fan; No. 4 Western corn sheller; 3,600-pound hopper scale and one 20-h. p. boiler. All in good order. Address, Treat & Morrison, Gays, Ill.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

BARGAIN in a second-hand No. 1 Wilford 3-roller feed mill, capacity 60 to 75 bu. per hour, in first-class condition. Ask for our list of second-hand machines, pulleys, etc. Wells-Abbott-Nieman Co., Schuyler, Nebr.

Chicago Dealers Take

Pere Marquette to Lansing, Michigan Grain Dealers Ass'n July 7-8. Through trains leaving Chicago 12 (parlor car) noon, arrive 7:20 p. m. Leave 11:55 p. m. (sleeper to Grand Rapids, parlor to Lansing) arrive 9:04 a. m. Fast trains making connections at Grand Rapids leaving Chicago 7:50 a. m., 4:40 p. m., 7:35 p. m.

SITUATIONS WANTED.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

FIRST-CLASS MAN wants position as manager of elevator; best of references; 16 years experience. Address, A. H. Walls, Ridgefarm, Ill.

POSITION WANTED with reliable firm; 15 years experience in grain, stock and coal business. Address, C. N., Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 515, Sibley, Ia.

NO. 1 MAN wants position as manager of country elevator. Good business experience and ability. Address A. W., Box 12, Grain Dealers Journal, Chicago.

POSITION WANTED as solicitor for grain firm or buyer on track for cash grain house. Best of reference. Address Solicitor Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of elevator; 15 years experience in grain and seeds; good book-keeper. Can fill any place. References. Address, Fremont, Box F Glendale, Ky.

POSITION WANTED in Chicago grain office by a young man; two years experience in office of Reynolds Bros., Toledo, O., to whom I refer. Address W. R. Allman, 2439 Vermont Ave., Toledo, O.

POSITION WANTED as manager of country elevator by a married man with eight years experience in grain, seed and coal business; also two years experience in lumber business. Prefer Ohio or Indiana. Address Box 85, London, Ohio.

POSITION WANTED as buyer in country elevator. Seven years experience as buyer; understand coal, farm, machinery and lumber business. City and country references. Bond furnished if required. Address, Bond, Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager for a line of country elevators, spring wheat section preferred. Had 24 years experience in the business as buyer and superintendent in Minnesota and Dakota. Best of references. Address, Ray, Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of country elevator. Experienced; 31 years old and married; by faithfulness have worked my way from bottom to top; good bookkeeper. Grain dealers and bankers for references. Address, Manager, Box 10, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as traveling representative for commission or cash grain firm. Best Chicago reference from previous employer. Extensive acquaintance throughout Illinois, Iowa and Missouri. Good consignment trade in winter wheat. Address Traveler, Box 12, Grain Dealers Journal Chicago, Ill.

HELP WANTED.

WANTED, four men for foremen on elevator construction and twenty journeymen. P. H. Pelkey, Wichita, Kans.

WANTED—Reliable traveling man, now visiting flour, feed and grain dealers, to take special side line on commission or brokerage basis. Give references and territory traveled. Address, S. D., Box 11, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED BOOKKEEPER for responsible grain firm who can furnish \$10,000 for use in the business, properly secured. Good deal for right man. References exchanged. Address Responsible, Box 8, Grain Dealers Journal, Chicago, Ill.

STENOGRAPHER AND BOOK-KEEPER wanted in milling and grain office. Must be reliable and able to furnish satisfactory references. In answering state age, experience and salary expected. Address, K. W. G., Box 12, Grain Dealers Journal, Chicago, Ill.

WANTED: Wide awake grain buyer to take charge of country elevator located in corn and wheat belt in Western Iowa. Must be able to speak German, especially Low German; also to operate gasoline engine. Applicant must be man of good habits and be able to furnish satisfactory references. State age, whether married or single, and salary expected. Address, Port, Box 12, Grain Dealers Journal, Chicago, Ill.

Market Chart

(Form 97)

is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Change. Each sheet or chart is headed "Board of Trade Quotations for Week Commencing Monday—, 190—" Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10, 11 and 12 o'clock and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9 1/2 x 9 1/2 inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply, and sold for 75 cents by the

GRAIN DEALERS COMPANY
255 LaSalle St., Chicago, Ill

PARTNERS WANTED.

A CHICAGO BOARD OF TRADE firm with well-established receiving business wants active partner with \$25,000 capital. One with trade in Iowa and Minnesota preferred. Address, H. R. P., Box 11, Grain Dealers Journal, Chicago, Ill.

GOOD, BRIGHT young man with \$5,000 to \$10,000 to invest, can find position with a reliable and thoroughly experienced line elevator and commission house. Only those with the best references and ability need apply. Address, National, Box 11, Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

GRAIN BAGS for rent from 100 to 100,000. For rates write Foell & Co., 123 Market St., St. Louis, Mo.

ELEVATOR BUILDERS ATTENTION—I desire to build a modern, up-to-date elevator. I want it fully equipped except the power plant, and desire to have it hold 6,000 bushels of ear corn in the dump and 14,000 in bins. Desire to get in correspondence with competent builders who can do this work well and quickly. Dexter Baber, Dudley, Ill.

Grain Tables for Wagon Loads

Clark's Grain Tables for Wagon Loads are used more extensively by country grain buyers than all other tables combined for finding the number of bushels in any wagon load. It contains nine tables for this purpose and four dockage tables, all printed from heavy faced type, in two colors. Each table gives reductions from 100 to 4,000 lbs., is complete on one page, and is so arranged as to provide an effectual safeguard against errors by inexperienced persons.

The tables show the following reductions: (1) OATS at 32 lbs.; (2) OATS at 33 lbs.; (3) A table reducing oats to bushels of 36 lbs. will be substituted for the 33 lb. table if desired.; (4) BARLEY, HUNGARIAN GRASS SEED and CORN MEAL at 48 lbs.; (5) SHELLS CORN, RYE and FLAXSEED at 56 lbs.; (6) WHEAT, CLOVER SEED, BEANS, PEAS, and POTATOES at 60 lbs.; (7) EAR CORN at 75 lbs.; (8) EAR CORN at 80 lbs.; (9) TIMOTHY SEED at 45 lbs.

The four dockage tables show the dockage on 60 pound Wheat at 1, 2, 3 and 5 pounds dockage. Price, 50 cents. Address

GRAIN DEALERS COMPANY.
255 La Salle Street. Chicago.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

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Capacity of Elevator

Post Office

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State

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Just as surely as anything in the world you will "Join the Procession" and send us your inquiries and order for your Grain Elevator machinery and supplies.



Here is a rigid Pillow Block of our make. Do you know of anything to beat it in design? The prices are right, too.

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STEPHENS-ADAMSON MFG. CO.

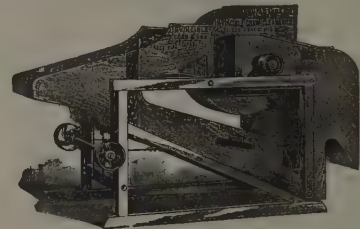
Office and Works: 202 to 246 Ridgway St., AURORA, ILL.

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CLEAN CORN

and clean it well if you wish to raise your grades. Corn always grades at the most discriminating markets when the INVINCIBLE CORN and COB SEPARATOR and CLEANER is used. Have you one in your elevator?



This machine will accomplish what is claimed for it. It will perfectly separate the cobs and pieces of cobs as the product comes from the sheller and fit the corn ready for market. Send for our catalog.

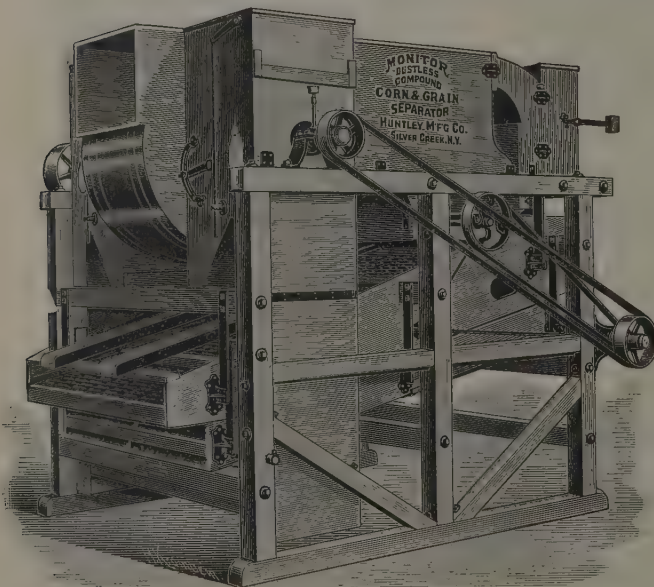
Invincible Grain Cleaner Co.

Silver reek, N. Y.

REPRESENTED BY

W. J. Scott, 604 Traders Bldg., Chicago, Ill.
 Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.
 Chas. H. Scott, Nicollet Hotel, Minneapolis, Minn.
 J. N. Bacon, Balcherne Block, Indianapolis, Ind.

MONITOR MACHINES



The Monitor Combined Corn and Grain Separator

is a many in one machine. It is a master conception in separator building and is quite in advance of any similar machine ever offered to the trade. Send for special folder describing this machine and for catalogue of the Monitor line which includes Elevator and Warehouse Separators, Aspirators and Smutters, Flax, Barley and Corn Separators, Seed Cleaners, etc.

Huntley Mfg. Co.,

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BRANCH OFFICES:

302 Traders' Building, Chicago, Ill., F. M. Smith, Mgr.
 418 Third St., So. Minneapolis, Minn., A. F. Schuler, Mgr.
 121 Front Street, New York, N. Y., J. W. Perrine, Mgr.
 221 Mission St., San Francisco, Cal., F. D. Wolf from, Mgr.

MAKE MONEY



GRAIN DEALERS JOURNAL

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value of the Grain Dealers Journal as a
medium for reaching the grain dealers and
elevator men of the country is unquestioned.
The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

Entered at Chicago, Ill., Post Office as
Second Class Matter.

CHICAGO, ILL., JUNE 25, 1904.

BY CONFINING your deals in central markets to members of organized exchanges, shippers will increase the chances of receiving fair treatment.

KEEP a fair average sample of every shipment. Then you will not find it necessary to depend upon your memory for its grade.

DEALERS of Indiana will be able to buy mixed wheat or oats from farmers this season and it will not be necessary to indulge in any mixing, but it will be profitable to install a good separator.

DO NOT keep your grief to yourself. Confide in your secretary. In nine cases out of ten he will help you. And remember that every disease is more readily checked at its beginning.

IN OVERHAULING your elevator do not overlook the opportunities to reduce the expense of operation and the cost of insurance. A little forethought in the matter will greatly reduce the ultimate cost of the plant.

COUNTRY buyers who go onto the street or drive into the country to buy grain are breeding and courting trouble. The place to do business is in your office, and the best place in the world to start an overbidding contest is on the street.

THE uniform bill of lading, which in reality is simply an excuse of the railroad companies to extort higher rates from the

shippers, will be discussed by representatives of shippers' assns., in Chicago next week, and it is sincerely to be hoped that a move will be inaugurated of sufficient force to thwart the greedy purpose of the carriers.

OVERDRAFTS seldom meet with favor from buyers or commission men. A shipper who is never willing to trust a receiver for even a small percentage of grain shipped does not inspire the receiver with confidence in his shipper's honesty.

MILLERS want wheat to grind and grain dealers want it to handle, each that he may realize a profit on his labor. By getting together, profit is sure to each. By fighting neither is able to make a living. Are you in business for a fight or for a profit?

MILLERS who bleach their flour will now object to grain dealers bleaching wheat before sending it to market, not because it is a criminal practice as in the case of barley, but simply because the miller, like the maltster, desires to do his own bleaching.

CIVIL SERVICE may have some drawbacks and it may not be able to bring about all the reforms desired or claimed for it, by its friends, but surely it can make matters no worse than at present. Let us try it. Divorce the grain inspection departments from the politicians at every point.

THE railroads of Kansas are disturbing the peace of some millers and grain dealers by their loud talk against the Kansas federation of commercial interests, and shippers in general. However, their bluff is not likely to do any one harm unless shippers are deterred from fighting for what is justly due them.

THE TRANSPORTATION committee of the Chicago Board of Trade have not yet recommended the establishment of a traffic bureau, but it is understood to be the intention of the committee to attend the general meeting of the shippers in Chicago next Tuesday to discuss the proposed uniform bill of lading.

ONLY six meetings of grain dealers are reported in this number, and each of these is somewhat abbreviated. However, a careful perusal of the many excellent papers presented at the different gatherings will give our readers much good food for thought. It is sincerely to be hoped that every reader will peruse carefully all of the excellent papers.

DRIERS are still being used at a profitable advantage, and no doubt more will be installed this season than for several years. Those who are so fortunate as to have their plants equipped with driers

have found them a very profitable investment. It enables the elevator operator to make the most of the material that comes to his receiving sink.

THE STAND of the secretary of the Illinois Assn., in favor of fair dealing and enforced arbitration of differences, arising between buyers and sellers, will be commended by all fairly disposed dealers. It is sincerely to be hoped that the assn. will back him up in his stand and compel the arbitration or settlement of every difference. The Illinois Assn. has hesitated in this matter too long.

GOVERNMENT crop reports have not yet reached that degree of perfection which is entirely satisfactory to those familiar with the ways and means of collecting and compiling them, and at frequent intervals some champion of improvement raises his voice in favor of more thorough work. Until Congress appropriates more money the Department seems helpless to effect the improvement desired.

SHIPPERS and buyers in the Chicago market should keep in mind the fact that the Board of Trade has established an official grain sampling department and that none other will be recognized. Hence it behooves every dealer to insist on having sampling done by this department. It is well equipped to provide reliable sampling service to all comers and its efficiency is guaranteed by the Board of Trade.

NOW are the days of the bag lender one mammoth interrogation. "Shall I put in a fresh supply of new bags or would it be the part of wisdom to act upon the advice of the assns., and cease to furnish bags to farmers? Shall I save my money and erect a first-class elevator, or shall I continue in the way of dealers who have been captured by the sheriff in years gone by? To lend, or not to lend? That is the question. Shall I waste the profit made in handling grain, in the expensive pastime of furnishing sacks to growers?"

UNIFORM rules governing the grading of grain in terminal markets has at last been approved of by the grain committee of the Chicago Board of Trade, but it appears to be impracticable in Illinois owing to the state control of the grading of grain. This is encouraging, as it brings to the support of the movement nearly all of the grain exchanges of this country. The uniformity of rules will simplify the business of the country as well as the work of the grading. It may take time to bring about the establishment of uniform rules and uniform practices, but the workers who are striving to bring about this economy in the grain trade we feel certain have sufficient persistency to keep up the fight until the very much desired end is attained.

THE efforts of the anti-corner members of the St. Louis Merchants Exchange to broaden that market by the establishment of a rule providing for the delivery of hard wheat on contracts seem certain to come to naught, as the millers who were among the first to start the agitation are divided and weak-hearted. By refraining from selling what they have not the millers will find the present rules sufficient to protect them from bold speculators.

GRAIN SHIPPERS to the Southeast have started the organization of an association to be known as the Grain Dealers Adjustment Company. It is to be incorporated and managed in the interest of fair dealing in the Southeastern trade. It is expected that it will soon have an assured income of \$10,000 and begin its work of establishing a higher regard for fair dealing among the buyers of the Southeast. The organization has gone about the work in a business-like manner, it being proposed to make the dues of each member \$100 per year, and to push the work of the organization regardless of the cost. The movement is commendable and merits the hearty support of every one shipping into that territory.

CROP PROSPECTS are encouraging in nearly every section of the country. Where winter wheat is sure to be a short crop, the acreage and stand of both oats and corn promise to more than make up the dealers loss. The spring wheat section on both sides of the international line report conditions most flattering for a large crop of good quality. A large oat crop is not yet in the bin and may be caught by heavy storms, as during the last two years. Corn, altho backward, has a good stand and in most sections is clean, present prices prompting farmers to exercise great care in the cultivation of each stalk. While the wheat exports may prove light again this year, the exports of corn and oats seem sure to be large.

UNLESS you inspect your weighing facilities frequently and test scales thoroughly you do not know whether they are incorrect or defective. The man who employs an expert to test his scales occasionally and gets sufficiently proficient in the work to test them himself every Monday will know what he is doing. It will not be necessary for him to guess. The proposition which has been started several times by the different assns., to employ an expert scale man to look after the scales of members is most excellent, but the suggestion as yet has not been given a practical test. It seems certain, however, that before the matter has been discussed much longer some assn. will inaugurate this plan of attaining correct weights.

THE NATIONAL MEETING.

The Eighth Annual Meeting of the Grain Dealers National Assn., to which we have given considerable space in this number, was surely one of the most creditable ever held. The reports of the officers and committees show that something is being done in between meetings, and opportunities for new work are pointed out in a very forcible manner in nearly every address presented. Such work must result in the material advancement of all trade interests.

The attendance was not as great as some of the preceding meetings, still it was a representative gathering, nearly every section of the country being well represented.

Altho there were some evidences of friction in the matter of selecting officers early in the meeting, yet this was soon dissipated and the gathering turned into a post-graduate gathering of doctors of harmony. The trade needs more such conventions.

CLEAN BILL OF LADING.

The many friends of the clean bill of lading who have long accepted receipts from rail carriers for grain which stated that "car contained about so many pounds of grain" will be delighted to learn that after a vigorous agitation the Iowa and Nebraska Coal Dealers Assns. have finally secured a concession in this line.

Last winter the shortages of the shippers ranged as high as 25 per cent. The burden became too great and the shippers got together. After a vigorous fight the railroads have agreed to weigh coal upon delivery if requested, upon payment of a \$2 fee.

It would seem reasonable and fair that if the carrier is not willing to weigh freight upon receipt and delivery, then it should be willing to accept the weights given out by the shipper and receiver. However, now that one concession has been gained, the coal dealers are encouraged to contend for more of their rights.

WILD-CAT INSURANCE. LOOK OUT!

Wild-cat insurance companies have become so numerous in Chicago and captured so many suckers that finally the federal government has inaugurated a campaign for their undoing. The prospect is very favorable for driving these fakers out of the business.

It seems ridiculous that any grain dealer should insure his property with unknown companies of no standing whatever, when it is such an easy matter for him to insure his property with well-known mutuals, that make a specialty of insuring his class of risk and do it for cost, never with the expectation of realizing any profit.

The mutual companies are organized by the insured and are operated by and for the insured. The mutual fire insurance companies advertised in this number of the Journal are known to be responsible and reliable. They do business on the square, and in the interests of the policy holder. They also deal directly with the insured, hence large commissions are not squandered uselessly.

If you want insurance that insures at cost go to the mutuals which make a specialty of insuring grain elevators and contents, and stop wasting money with worth-

less wild-cats, that pay their entire receipts to the fakers who pretend to be running them.

Asked— Answered

OWNERSHIP OF SHIPPER'S ORDER GRAIN ON ARRIVAL?

Grain Dealers Journal: Will some reader please advise us thru the columns of the Journal what have been the decisions of the Ohio Supreme Court relative to the ownership of grain upon arrival at destination, which has been billed to shipper's order, notify consignee?—Peterson & Wright, Akron, O.

FORMS WANTED OF STORAGE RECEIPTS.

Grain Dealers Journal: I would appreciate it very much if the Journal would publish forms of receipts issued by country elevator men to farmers for grain to be stored—farmers to pay insurance and other charges. If any dealer has a form he knows to be legal, I would be pleased to see it published in the Journal soon.—C. E. F.

STORED GRAIN?—CONTRACT?

Grain Dealers Journal: We are very much interested in the storage question asked by D. J. Jenks & Son in the Grain Dealers Journal for June 10, and would like to have an answer to it, as we have a case nearly like it.

We have been looking for some kind of a legal form that will deal with parties who store grain, in the form of a receipt for storage, with charges and insurance.—F. E. Sharp & Co., Blandinsville, Ill.

WHOSE BUSINESS TO CLOSE CAR DOORS?

Grain Dealers Journal: I would like to know whose business it is to close the doors of grain cars after they have been loaded with grain?

I have always thought that it was the business of the railroad agent to close and seal the doors.

Some doors of old cars are hard to close, and I have always helped the agent to close these. He wont even help any more, and billed out and sent out a car this morning with the end door and one side door open.—M. A. Nickey, Oakley, Ill.

CAN FARMER DEMAND STORED GRAIN?

Grain Dealers Journal: In reply to D. J. Jenks & Son, who ask in the Journal for June 10, page 619, whether a farmer can demand back grain which they received for storage, I would say that the "understanding" of Jenks & Son that the farmer "would take the price, less storage" is of no force, unless the other party had the same understanding. It takes two to make a contract. Neither party can bind the other without his consent. The courts have always held that even when two parties have undertaken to make a contract it is not binding unless the

minds of the parties met in a mutual understanding. It will be necessary for Jenks & Son to show that the farmer assented verbally or by written contract, to the same understanding of the storage that they had.

Under a certain form of contract the farmer can not demand back his grain. Without knowing the exact words of Jenks & Son's terms, I can not say whether or not the farmer can call for his grain.—Lex.

CAN FARMER DEMAND GRAIN?

Grain Dealers Journal: A man wanted to store his oats indefinitely, and we replied that we would give him 15 days' free storage, and would only allow one month beside. He hauled them in under our regular charge of ½ cent per bu. per month. At the end of the month we notified him his time was out and quoted the price of the cereal. He has, however, kept the oats in store here simply because he has not taken the price for his grain.

He was verbally notified and terms understood before a bushel was hauled. Under the conditions can he demand anything besides the price?—G. M.

SETTLEMENT FOR STORED CORN?

Grain Dealers Journal: We would like to have the opinion of other readers of the Journal on the following case: A tenant wanted to deliver the rent corn. Her lawyer inquired of me the rate of storage. I told him our terms (15 days free storage and ½ cent per month thereafter). Then nothing was said, but he delivered the corn. I offered the lawyer a contract to sign, signifying that I had received so much grain. He would not sign it, so there was only a verbal understanding. Feb. 1 I gave the lawyer notice that he must settle for the corn by Mar. 1, the time we choose to close the storage on such cereal. He demanded the article by a sworn affidavit. We tendered him the money at market price for grain. He would not accept. Then we said we would keep corn in store longer if he chose; and so it stands.

Can he demand the article, when it was understood by the farmer delivering it and our elevator man, that their intention was to take the price when settlement was made?

If we would return to a farmer his corn after he had stored it here, charging regular rates, where would our insurance, shrinkage and ratage come in?—T. H. B.

Ans.: To start with, your position is weakened by not having your agreements in writing. Then you are sure you can prove your case. We believe you could induce both parties to remove their grain or sell it sooner by advancing the storage charge one-half cent each month after the first month. Do not make this a rule just to apply to them, but make it one of your general rules, applicable to everybody. Have the price one cent the first thirty days, one and one-half cents the second thirty days, and two cents the third thirty days, and so on.

If you have watched the decisions in our "Supreme Court Decisions" column, you may have noticed cases in which the courts have shown a tendency to hold that a public elevator man either did or did not do a grain storage business. It is generally recognized that the only excuse a public elevator man has for terminating the period of storage is that the grain gets out of condition. Then he can

give notice to the owner to remove it or it will be sold for his account.

If people will not sign and accept your receipts, refuse to do business with them, as their refusal makes it difficult for you to prove your position. It is generally a good practice to look with suspicion on the man who is not willing to enter into a written contract. If he intends to deal fairly, he does not desire any more than is due him, which will be shown by a properly worded contract.

The lawyer's demand for grain stored with you was not legal or in proper form unless he tendered you at the same time money due on storage. If there is a lawyer mixed up with the tenant, we would advise you not to attempt to force them to accept market price at any time. Store the article as long as they want, but keep advancing the price. The cost of insurance, shrinkage, etcetera, should be covered by your charge for storage.

Letters From Dealers

REPORT DEFECTIVE CARS.

Grain Dealers Journal: In the Journal of April 25th I read an editorial recommending that defective cars be reported to the division superintendent or some other responsible official, and I think this cannot be too greatly emphasized. There is altogether too much neglect of its rolling stock on the part of the average railroad company, but that is due not so much to intention as to difficulty in securing information at headquarters in regard to damaged cars. The men who actually handle them are not of a class to make notes about their condition, unless there is some radical defect which will bring them a "calling down" later on if it is not reported. I believe dealers generally will find that the officials in charge of car service are very glad to have their attention called to empties that are not fit for use. At the season of the year when there is no pressing need of taking anything that is furnished, defective cars should be refused outright and the station agent requested to forward a statement showing the reason. Help the officials in this way and it will improve the service just so much.—Buyer.

COLLECTING RAILROAD CLAIMS.

Grain Dealers Journal: I have seen inquiries in the Journal from time to time as to whether anything could be recovered from a railroad company for loss resulting from a decline in the market, when grain was delayed in transit beyond a reasonable period, and thus far no answer appears to have been made.

My experience is that loss of this kind can be recovered if clearly proved. Not long ago I shipped several cars of wheat of the same grade and on the same day. All but one reached their destination in about a week, which was the usual time, but that one did not arrive for nearly a month, and, while the grain was in good condition, it netted me much less than I had paid for it, owing to the lower range of prices on the day it was sold.

I at once made claim on the railroad company, and after considerable correspondence it was allowed, notwithstanding the fact that they alleged overloading

and heating of the car journals in consequence, and stated that this compelled them to set the car out a number of times. I am told that *overloading is a stock excuse* and that it is often made to headquarters by the trainmen to cover up bad handling of freight. I said as much to the traveling claim agent when he called on me, and he smiled in a way that convinced me of the truth of the report. At any rate I secured my money, and I give the information with the idea that it may be useful to other dealers.

In making my claim I attached copies of the bills of lading of all the cars shipped on the same day, including the one that was delayed, and obtained duplicate account sales for the same purpose, showing when the different loads arrived and what they sold for. The proof was thus incontestable.—H. S. G.

ENDURANCE OF IOWA DEALERS DUE TO SIDE LINES.

Grain Dealers Journal: I was pleased to read in a late issue of the Journal your tribute to the qualities of endurance displayed by Iowa grain dealers during the present crop year, when conditions have been so unfavorable. It occurs to me to suggest that their ability to hold out as they have may be largely attributed to the fact that a majority of Iowa elevator proprietors handle one or more side lines, which not only enable them to make a living during times such as these, but also puts them in a position to be occupied the year 'round, whatever may be the situation with regard to grain itself. Dealers in the states of the Mississippi Valley are, through their foresight, much better fortified against disaster than those farther West—probably because they are in an older settled country; but it behooves grain buyers in the Trans-Missouri region to bring themselves as rapidly as possible into this same fortunate condition.

Mark Twain perverts the old adage to read: "Put your eggs in one basket, and then watch that basket"; but this is reckoning without the act of Providence, which may in any season put it beyond the power of any grain dealer to make shipments from his station. A farmer who depends only on one crop is not now considered wise. Why should a grain dealer rely entirely upon the prospect of his raising that crop? There are so many side lines which can be handled without material expense for additional facilities that there seems to be no reason why they should not be taken advantage of. Dealers in South or North Dakota, for example, have faced crop failures time after time, and the number who have given up in that territory are legion.

Can those who remain in the field not profit by the example of Iowa, now that the country has become more populous and wealthy, with a consequent steady demand for commodities of all kinds which can be handled by grain dealers? It is a good plan to select those, such as lime, cement and other building materials, for which there is an active demand at those seasons of the year when little grain is moving; but of course a dealer must be governed largely by conditions of local competition. He cannot expect to cut into regularly established lines of trade without provoking similar competition in his own business. It is better to buy out another man, if possible, than to fight him on his own ground.—W. A. C.

F. M. Baker, Deceased.

F. M. Baker, one of the noted grain dealers of the west, and a prominent citizen of Atchison, Kans., died of Bright's disease June 10, 1904, at the age of 58.

Mr. Baker was a modest, unassuming man of great ability and unbounded resources. For more than twenty years he had been a leader in grain circles in his section of the country. Through his connection with the Hall-Baker Grain Co., of Kansas City and the Baker-Crowell Grain Co., of Atchison, he was interested in 72 elevators.

Mr. Baker was born near Chapin, Morgan Co., Ill. After a common school education, he was graduated from the Illinois College at Jacksonville and later on studied law at Ann Arbor, but never practiced. Returning to Jacksonville he engaged in the manufacture of brick for a time and then went into the grain business with Mr. Greenleaf, who was afterwards associated with him in Atchison. He was a member of the Chicago Board of Trade, St. Louis Merchants Exchange and Kansas City Board of Trade. His interests outside of the grain business, consist of a twelve thousand acre ranch in Kans. He was a director in the Ayres National bank at Jacksonville, a director and large stockholder in the Atchison Savings bank and a director of the Atchi-

son Coal Mining Co., and one of its principal stockholders.

Mr. Baker was married in 1893 to Miss Harriet Crowell of Atchison, who together with two children, Frank, age 8, and Jeanette, age 7, survive him. Two sisters, Mrs. W. W. Holliday and Miss Jeanette Baker, both of Jacksonville, and one brother J. W. Baker, of Holt county, Mo., also survive him.

A portrait of Mr. Baker is reproduced in the engraving herewith. The remains were interred in the Mt. Vernon cemetery at Atchison.

Exports of breadstuffs during the 11 months prior to June 1st amounted to 43,700,244 bus. of wheat, 53,875,550 bus. of corn, 10,452,792 bus. of barley, 1,091,181 bus. of oats and 765,114 bus. of rye; compared with 108,431,187 bus. of wheat, 68,471,153 bus. of corn, 8,062,825 bus. of barley, 4,355,594 bus. of oats and 4,832,691 bus. of rye for the corresponding period of the preceding season. The value of the exports of breadstuffs was \$138,194,625, compared with \$199,244,434 for the same period of the preceding season, as reported by O. P. Austin, chief of the bureau of statistics. The falling off in the total value of all breadstuffs exported became alarming in May. For that month our exports were only \$4,734,200; against \$15,859,000 in May last year.



F. M. Baker, Atchison, Kan., Deceased.

Meeting of Chief Inspectors.

The Chief Grain Inspectors Nat'l Ass'n held its annual meeting at noon Thursday, June 24, in Room 487 of the Plankinton Hotel. About 16 of the members of the Ass'n were present.

Pres. Jno. O. Foering read a report of the work of the Ass'n during the past year and made a statement of his individual efforts since the last meeting, to promote the adoption of uniform phraseology of grain grading rules. Nine-tenths of the commercial exchanges, in their replies to his communications, expressed themselves as heartily in favor of uniformity as advocated by the Ass'n. The only conspicuous exceptions were Chicago and St. Louis.

As for the Chicago Board of Trade directors' endorsement of federal inspection, as prepared by the Slaughter, Lyons and Bridges sub-committee, for approval by the National Board of Trade, Mr. Foering contented himself with a reference to the ridiculously small vote of 2 cast in its favor at Washington.

The indorsement (?) of federal inspection at terminal ports of clearance, but not at St. Louis, by the grain committee of the St. Louis Merchants Exchange, provoked considerable amusement. Evidently St. Louis thinks it a good thing for other people but not for themselves. Inspector Tedford remarked that they wanted to try it on the dog first.

Mr. Foering related his conference with Senator McCumber regarding the Senator's bill after which McCumber, yielding to Mr. Foering's convincing presentation of the facts, consented not to push his bill for passage, until after the Grain Dealers Ass'n had made known their wishes. The bill, however, was already on the calendar; and the Senator felt that it was his duty to speak upon it.

Complaints of American inspection by grain exchanges in England and on the Continent were read by Mr. Foering, complaints that gave the McCumber bill its only excuse, and complaints that would have no foundation were the uniform grading of the Ass'n adopted at the different ports.

Mr. Foering's official acts and individual work were unanimously indorsed.

It was moved that a committee of two be appointed to express to the directors of the Grain Dealers' Nat'l Ass'n, the preference of the inspectors for New Orleans for the next meeting.

Mr. Shanahan moved an amendment, expressing preference for Buffalo.

The amendment was lost.

W. L. Richeson, chief inspector of the New Orleans Board of Trade, and F. W. Eva, chief inspector at St. Paul, of the Minnesota Inspection Department, were appointed the committee.

Those present expressed their sympathy for the inspector, who had been unjustly dismissed by his exchange and regretted that it was not the province of the Ass'n to act in such matters.

A committee was appointed to formulate resolutions of condolence on the death of two respected members of the Ass'n: Col. C. T. Prouty of Kingfisher, Okla., and C. B. Tyler, chief inspector at Newport News, Va.

In a general discussion the McCumber bill was torn to shreds. It was demonstrated that its provisions for the absolute control of railroad interstate grain shipments could not be carried out. The provisions would take away from the owner of the grain his control of the property, require inspection at country elevators,



J. A. King, Nevada, Ia.
Director from Iowa.



A. Gerstenberg, Chicago.
Ex-Member Arbitration Committee.

and even prevent farmers from mixing their own grain. So many flaws appeared in McCumber's bill that some of those present were convinced it never would be enacted.

Adjourned.

Those present were Jno. O. Foering, Philadelphia; John D. Shanahan, Buffalo; E. H. Culver, Toledo; Homer Chisman, Cincinnati; F. H. Tedford, St. Louis; J. N. Barnard, Minneapolis; W. L. Richeson, New Orleans; F. W. Eva, St. Paul; G. H. K. White, New York; W. J. Graham, Kansas City; F. D. Hinkley, Milwaukee; H. E. Emerson, Duluth; Chas. McDonald, Jr., Baltimore; E. R. Gardner, Memphis.

Annual Meeting of Arkansas Valley Association.

The Arkansas Valley Hay & Grain Dealers Assn. held its annual meeting June 14 at Lamar, Colo. While the attendance was not large, much interest was manifested. Much good has been accomplished since the assn. was organized a year ago. It has been the means of bringing together the representative business men of the valley.

The following directors were elected for the ensuing year: Chas. Maxwell, of Lamar; H. B. Dye, of Manzanola; F. D. Stoop, of Rocky Ford; J. C. Davidson, of Las Animas, and John Crozier, of La Junta. Chas. Maxwell was chosen pres.; F. D. Stoop, vice-pres., and H. B. Dye, secy. and treas.

Washington, D. C., June 28.—Spring Wheat—While the condition of spring wheat is somewhat less promising than previously indicated, the outlook continues encouraging in spring wheat region east of the Rockies. In portions of the Dakotas the crop is weedy, but in these states and in Minnesota, it has made growth and the early sown is beginning to head.—Govt. Report.



H. S. Grimes, Portsmouth, O.
Director from Ohio.

Annual Meeting Grain Dealers National Association

The Eighth Annual Convention of the Grain Dealers National Ass'n was called to order by the President, H. S. Grimes, with the following:

Ladies and Gentlemen of the Grain Dealers National Association: This is the Eighth Annual Convention of the Grain Dealers National Association. I want to say to you that we have been delayed perhaps fifteen or twenty minutes in calling you to order. I want to further say to you that punctuality is one of my very great traits. Hereafter at the hour named this convention will be called to order, even if we have nobody here but the President and the Secretary. In order to expedite business it is necessary to do this and I want you to assist me.

I take pleasure, gentlemen, in introducing to you the Reverend A. A. Kiehle, who will deliver the invocation.

A. F. Brenner: Mr. President, may I offer one suggestion, in order to expedite business, a motion upon the appointment of the Credential Committee?

The President: The motion is at present out of order.

The Rev. A. A. Kiehle then pronounced the invocation.

Mr. Brenner: Now, Mr. President, I will ask if it is proper to offer my resolution?

The President: In the regular order of the program, Mr. Brenner, there is an arrangement made for the appointment of committees. Unless the convention wants to deviate from the program as mapped out, I would consider the motion, at this time, out of order.

Mr. Brenner: I wish to appeal from the decision of the chair.

The President: In the first place, to take an appeal, it is necessary to have the action to inform the convention itself, those who are entitled to vote. We cannot get that until we find out, by the committee on credentials, who are entitled to vote. If you make a motion at the present time, to appeal from the decision of the chair, it will naturally have to be by viva voce vote, which cannot be entertained by the chair. I do not understand the object of the insistence upon this. I would like to carry out the program as nearly as possible. I will say this to you: The first committee that is appointed, I will entertain you previous to anyone else. If that is not satisfactory, I cannot give you any more satisfaction.

Mr. Brenner: Will you permit me to ask a question, Mr. President? How can this convention proceed to do business without ascertaining who is eligible to vote in this convention?

The President: The convention is not open for business until after these addresses are made. Then this convention will be open for business and I will make the announcement to you.

Mr. Brenner: Very well.

The President: We expected the pleasure of an address from the Governor of the State of Wisconsin. Unfortunately, the Governor is interested in nominating a Vice-President. As you well know, there is nobody interested in nominating a President; he was nominated practically, several months ago. As a consequence,

the Governor is excusable; but we have with us a gentleman, who, from all I can understand, I believe will be an excellent substitute; a man who is fully able and capable in every manner of occupying the position of the Governor of Wisconsin. I have the pleasure of introducing to you the Honorable David S. Rose, Mayor of Milwaukee. (Great applause.)

Address of Welcome.

Mr. Rose: Mr. President, Gentlemen of the Convention: I have always supposed that I had shortcomings enough of my own to answer for, without being called upon to fill the place of his excellency, the Governor. (Applause and laughter.) They tell me that you are grain dealers. You don't look it. (Laughter.) From the dignity of your demeanor, the austerity of your expression, the placidity of your conduct, I would rather believe that you were a ministerial association. (Laughter.)

We have grain dealers in Milwaukee, such as they are. Like every other well regulated city, we have a Chamber of Commerce. We have a bunch over there that can sell more grain than they haven't got and buy more grain than they never expect to see than any other Chamber of Commerce on the continent. (Laughter.)

(A voice: I had some of it.)

I assure you, it affords me pleasure, speaking for the people of the most beautiful city upon this continent, to express to you our greetings and a most happy and cordial welcome, and in speaking for his excellency, the Governor, in behalf of the people of the old Badger State, to extend a welcome to a class of men whose business is so closely identified with that with which a great majority of our people are connected. I undertake to say that most of you are strangers within our gates, and, that being true, I desire you to know something of our people, something of our city, a city of which every Milwaukeean is proud; a city with a population of 335,000 inhabitants; a great manufacturing city, whose annual manufactured product exceeds in value \$240,000,000, whose manufactured products reach the most distant parts of the civilized world. One product in particular has contributed to make "Milwaukee famous." (Applause and laughter.)

Our people are a cosmopolitan people. I see, in your program that the advice is given to members of the convention to brush up on their German. A good idea. I don't know precisely what is meant; whether it is that you shall brush up in the use of the German language or brush up in the practice of the German customs. While ours is a great German city, the German character largely predominating, I undertake to say to you that those old German customs that have been brought from the old Fatherland across the ocean, practiced here as they were there, bring more happiness to our people than the customs of our narrow-minded Yankees. (Applause.)

We undertake to keep pace with our sister cities in individual action. It is that friction of competition that broadens, and that same spirit of competition characterizes municipal life throughout our nation, and it is well that it is so. We point with pride to our public institutions, to our splendid city hall, erected only a few years since at an expense of several millions of dollars, constituting as it does one of the most commodious and delightful office buildings in the country; to our public library and museum building, erected by our people, without contribution or assistance from the state, a monument to their enterprise and civic pride and patriotism, and constituting, as it does, one of the greatest educational institutions of our state.

Our character of government is of the liberal kind. We believe the ordinary, average American citizen is abundantly capable of governing himself; that he understands the obligations and responsibilities that he owes to his neighbors, and that he is at all times mindful of their rights. We believe in the old democratic principle of government, that that government is best which governs least. While it is true that we have great brewing industries here and great brewing inter-

ests; while it is true that we have upwards of 1,850 saloons in our city, not one of which is required to put a key in its door from the beginning to the closing of the year, it is also true that you will see fewer intoxicated persons upon the streets of our city than upon the streets of any other city in this land. (Applause.) It is likewise true that we have neither disorder, discontent nor crime. Our percentage of crime is lower than that of any other large city of this nation.

I want you to feel that you are now sitting in the best city in the best state in this union. (Applause.) If there is anything that you people want that you don't see, do not hesitate to ask for it. If you find a door that is locked against you, don't hesitate to kick it in. If any of you get in trouble, don't forget I have a telephone in my house. (Great applause and laughter.)

(A voice: We are at home.)

I want to say to you further that we have the best Police Department in this country; within 85 miles of the wickedest city in the country, and property and life absolutely secure; but upon occasions of this kind, every policeman upon the force is constituted a guardian of the visitor, and if you have an idea for a second that you will be able to break into our police station, just disabuse your minds of that idea.

I don't know how you will find the members of our Chamber of Commerce.

I will say to you confidentially, that here at home they are recognized as a bunch of pretty warm babies. (Great laughter.) I will say to you if you undertake to start out to try to keep up with them, you would better pin your coat tails to your trousers' legs or they will fly off. I am sure they have made every provision necessary for your entertainment.

I trust you will enjoy your visit in our midst. I trust you will avail yourselves of every opportunity that comes to you to find pleasure and recreation, so that when you depart from our gates you will carry with you only happy memories and pleasant recollections of the convention held in the Cream City.

I thank you for your attention.

(Great applause.)

The President: Ladies and Gentlemen, I think if you had any doubts as to the truth of my statement previous to the gentleman's talk, they are all removed. I, myself, have become almost a convert to Milwaukee beer. I usually do not drink anything quite that thin, especially when I am at the Grain Dealers Convention, but I must say that the opportunities presented by His Honor, the Mayor, the assurance that we will all be safe, no matter what we do; that he has a telephone in his house; a police station that we cannot break into; with all these inducements, I must say I believe you will inveigle some of the boys into doing something they would not do if at home.

(A voice: Will you ask the mayor for his telephone number?)

Mayor Rose: I am glad to know I have one gentleman interested. (Laughter.)

The President: The gentleman who asked the number of your telephone is from Philadelphia.

(A voice: A gentleman from New Orleans would like to have his telephone number.)

The President: The National Association will hear an address from Mr. M. F. Dunlap of Missouri, a state that usually has the reputation of producing orators that are unsurpassed, and I think Mr. Dunlap is no exception, in fact, I know he will not be. If he will come forward, I will take pleasure in introducing him. (Mr. Dunlap comes upon the stage.)

The President: Permit me to introduce Mr. M. F. Dunlap of Missouri.

M. F. Dunlap: We have listened to the kindly greeting and heard the welcome of the honorable gentleman who has just preceded me and perhaps the most expressive reply that we can make is that we, the representatives of the grain buyers of the United States, are indeed glad that we are here. We were glad when they asked us to turn our faces toward Wisconsin. We were glad when they said, come, let us abide for a few days with the citizens of and in the beautiful city of Milwaukee.

I had perhaps some feeling or a desire that was not akin to most of these strangers, for once I was a proud citizen of this proud commonwealth. True, I was born down here in Cook County, but as soon after my birth as I could make the proper arrangements, I came directly to Wisconsin.

I came here after Father Marquette and yet before the eyes of our honorable mayor had taken in the landscape of any country.

I came here before you had these fine paved streets, these attractive boulevards, these beautiful parks, these palatial residences, these magnificent business structures, these established enterprises, these manufacturing plants, before you had the cosmopolitan aspect that we see here to-day.

I came here when you did not have these palatial walks, but when there was, with freedom upon your ponds, the domestic duck and proud gander, with accompanying flock of geese parading down your streets. I came here, Mr. Mayor, when everybody's business in Milwaukee was everybody else's business. I came here when the coming of a stranger into your midst was not unnoticed, as it is to-day, but business was suspended and it was fully understood where he came from, how long he was going to stay and how much money he had to invest.

What a change has taken place since then. I have developed in domain while this city has developed in natural resources. This great State of Wisconsin that was a wild waste of prairie grass has been transformed into fertile fields innumerable that are to-day yielding their cereals, and passing along them you can see waving fields of golden grain.

Standing in the presence of such an audience as this, coming from all over this nation as it does, made up of the finer specimen of American citizens and coming in touch with the feelings and the hospitality of these citizens, I must confess that this moment my will gives way to inspiration that causes me or tends to cause me to make a declaration of lofty themes, but while I have been given the privilege of going a little beyond the usual order of a responding address, I will not worry you with a recitation of lofty phrases, but I will declare in the presence of this audience that we are a great people that this land we live in is a beautiful land and this is the ideal nation of all the nations around God's globe.

I want to say to you as a final sentence that as sure as yonder morning sun rises up in its majestic splendor over the deep blue waste of waters, dispelling the darkness of the night and bathing in refulgent sunlight the beauties of this magnificent city, just as certain as each day's session of this convention is held, the grain buyers here assembled will reveal to you the truth of my statement that they will feel glad to be here; that they appreciate the hospitality of these citizens and that they feel at home, and when this convention shall have been ended and we have taken our departure, the memories of the pleasant days and the profitable hours will linger in our hearts as fond recollections of this visit, and above all that the citizens of Milwaukee will reciprocate our feeling in their entirety.

President Grimes: I think Mr. Dunlap has kept up the reputation of Missouri. Previous to my address I have been requested by the Secretary, to state that the reception committee of ladies has been waiting to entertain you in the parlor. I would like to have the ladies stay and listen to my address, but it relates only to business, so that I will excuse you all.

Vice-President J. W. Snyder took the chair. President Grimes read the following address:

President's Address.

To assure you it affords me much pleasure to be with you all to-day and to preside over your meeting for the third time in the past two years, I might say, would be drawing it very mildly, for to preside over a body of

the character of the Grain Dealers' National Association and to be its President is an honor one can well feel proud of, and I am no exception.

In the past eight months (during my official capacity as President) the Association has made great strides towards betterment, and a wonderful amount of work has been accomplished by all the officers connected with the organization, which work is producing excellent results.

This is the eighth annual meeting of the Grain Dealers' National Association, and I am very proud to say it is one of the largest meetings we have ever had.

CHANGE OF MEETING TIME: The change in the time of our annual meeting from October to June, after it had once been arranged by the directory, did not meet my approval by any means. It savored too much of a vacillating spirit on the part of the directors that did not speak well for them; as a consequence I bitterly opposed the change. I did all in my power to prevent it, and I believe if the opportunity had presented itself to me in time we would have had our usual October meeting, but I was not aware of the contemplated change until it was too late to bring arguments to bear which I am satisfied would have influenced the directors to let the date remain as it was; in fact, I have every indication of this from personal letters received. However, as soon as the directors decided to hold the meeting in June I took off my coat and worked incessantly to bring about a large and enthusiastic meeting at this time.

I have visited three different Association meetings, and in each case urged upon the members to attend our meeting, holding out every inducement possible that could be to their advantage, but with us, for I did not want any one to think that after the time of holding our meeting had been decided, and then changed, and I was so strongly opposed to the change, that I would in any way show an antagonistic spirit. And again, it was my duty as your President to use every means possible to bring to this convention as many members as I could, and no one is more pleased with the success of this meeting than your President.

ARBITRATION COMMITTEE: It is well known that we have connected with the Grain Dealers' National Association quite a number of committees, and while it would please me very much to mention the work done by each and every one of them, as they have all done their work willingly, cheerfully and well, I will say the minor committees are such that there is no particular importance attached to them, as the Secretary usually relieves them of the greater portion of their work. But the Arbitration Committee is one of the most, if not the most, important committee we have. This committee has demonstrated itself through its very efficient chairman, Mr. Jay A. King, to be thoroughly familiar with the subjects for which it was formed. The importance of this committee cannot well be understood when you take into consideration it is the legal end of the Association, and could and does save its members hundreds of dollars that no doubt would be spent in a legal fight if the Association had no committee of this kind, for the Arbitration Committee can take up little differences (or big differences, as the case may be) and if you will abide by its fair, unbiased and just decision, which is sure to be given, the case will be settled out of court, the parties involved will continue to be friends and a general satisfaction will be derived which can only be appreciated by those who have been unfortunate enough to need the services of such a committee.

The Arbitration Committee will make its report in which it will give you a full account of what has been done during the year, therefore I will not dwell longer on same.

ADVISORY COMMITTEE: Among the other important committees the Advisory Committee has been wonderfully active in the past eight months. Mr. Geo. A. Wells, the efficient chairman of this committee, has left no stone unturned to make the committee work felt all along the line. I can safely say he has done more work than has ever been done before, and the results of his work, in connection with the other members of the committee, have been so effective that the Grain Dealers' National Association has surely derived great benefits therefrom.

The Advisory Committee will also report later as to what it has done in the past year. I want to congratulate this committee most heartily.

TRADE RULES COMMITTEE: While Arbitration Committee and the Advisory Committee have been mentioned particularly, I could not well close the committee work without referring to the most excellent manner in which the chairman of the Trade Rules Committee, Mr. C. A. Burkes has been looking after that committee. Mr. Burkes has devoted a great deal of time and study to the trade rules.

and I must say he made a splendid report at the last meeting, one that was far superior to any made heretofore, with all due respect to the gentlemen who preceded him, and I am fully satisfied his report at this time will be a much better one than the report at Minneapolis.

WORK OF THE SECRETARY: The Secretary of this Association has been unusually active since our last meeting; he has devoted considerable time to visiting the affiliated associations, which work, no doubt, will bring good results. Mr. Stibbens has been very active indeed in everything he has undertaken, and I must compliment him very highly for the manner in which he has carried out what he attempted to do. The results of his past work, no doubt, will be fully shown in the future.

OUR GENERAL COUNSEL: Last January I appointed Hon. John B. Daish, of Washington, D. C., as general counsel for the Grain Dealers' National Association, after conferring with the directory as to the appointment. It was a stroke of policy that I believe has done more towards bringing the National Association into prominence than anything that has been done in the history of the Association.

It is a well-known fact that legislation of all kind is being looked after in Washington by representatives of different organizations. It is also a well-known fact that there is no organization in this country that requires the scrutinizing gaze of an expert to look into legislation that would be detrimental to the members of this organization.

No doubt many of you are aware of the large amount of legislation that came before the members of Congress at the last session that would be detrimental in the extreme to every member of our organization. This was taken hold of by Mr. Daish and effectually knocked out.

It is a noted fact and one perhaps that is unfamiliar to the majority of you, that bills slip through the legislative time and again, which, if the proper effort was made, and a very small effort, too, could be annihilated. Where there is no one to take the initiative and the members of Congress look upon it as not being objectionable, it goes through, frequently to be a menace to the trade of this country until it becomes so objectionable that it is repealed. By having our general counsel at Washington we were able to prevent not only one but half a dozen bills from being passed this session that we would have regretted to have become laws.

As Mr. Daish will have his report before you, I am merely outlining what has been done. I want to say, however, that to-day in the halls of Congress the Grain Dealers' National Association is more favorably known than any other national association, or any other association, I might say, in this country. This may seem to you a strange assertion for me to make, but I assure you I am familiar with what I am asserting. My personal experience in Washington in the House of Representatives and Congress justifies me in making that claim.

NATIONAL BOARD OF TRADE: Last January your President and Vice-President, Mr. John W. Snyder, of Baltimore, were delegated to attend the National Board of Trade meeting as representatives of the Grain Dealers' National Association. It would be egotistical for me, perhaps, to go into full details as to what was done there, but I cannot help making the statement that the Grain Dealers' National Association was "in it" from the start to the finish. I will leave the balance for my colleague, Mr. Snyder, to lay before you.

In conclusion I desire to thank each and every member of the different committees and the directors for the very courteous manner in which they have treated the President of this Association in all his communications to them in the past. I assure you the very kindest feeling from their President is extended to them, and that the success of the Grain Dealers' National Association will be paramount in the future as well as it has been in the past, so far as your President is concerned.

I cannot close my remarks without commending you upon the manner in which this beautiful city, through her energetic citizens, has planned to entertain this convention. We have been entertained by several cities and entertained elaborately, but I must say the arrangements that have been made here are equal to and I will say far surpass any that have heretofore been made for us.

I assure you it was very pleasing for me to be able to send out to the numerous members of our organization the assurance that Milwaukee would entertain this convention as it has never been entertained before, and I believe my words uttered then (more upon the knowledge I had of what Milwaukee had done heretofore, and what it would do at this time) will be carried out to the letter.

It is very pleasing, ladies and gentlemen of this convention, for me to make this statement to all of you with confidence that before the convention is over you will heartily agree with me.

Vice-President Snyder: Gentlemen of the convention you have heard the President's address what will you do with it?

Upon motion the president's address was adopted.

A. F. Brenner: I move you that a committee on credentials, composed of one delegate from each affiliated association, be selected by each state association, and one delegate at large appointed by the chair and said committee be requested to report this evening.

The motion was seconded by M. McFarlin and carried. The following committee was selected:

J. W. McCord, Ohio; C. B. Riley, Indiana; Geo. Beyer, Illinois; H. C. Mueller, Iowa; G. H. Currier, Grain Dealers Union; E. J. Smiley, Kansas; E. A. Brown, South Minnesota, and S. D.; T. W. Swift, Michigan; G. C. Julius Spoerri, Wisconsin; T. J. Stofor, Buffalo Grain Dealers Association; Charles England, Member at large.

Jay A. King: I move that the Nominating Committee be selected in the same manner as the Committee on Resolutions. Upon being seconded by W. S. Washer the motion was put to a vote and carried. The following committee was appointed on nominations: H. L. Goeman, Ohio; J. M. Brafford, Indiana; H. N. Knight, Illinois; M. McFarlin, Iowa; W. S. Washer, Kansas; W. H. Chambers, South Minn., and S. D.; W. E. Sheldon, Michigan; Mr. Temple, Wisconsin; S. W. Yantis, Buffalo Association; Geo. F. Reed, N. E. Association; J. W. Snyder, member at large.

C. B. Riley: In view of the fact that we have such a large number of independent members I move that there shall be two additional appointed from the independent membership for the nominations committee by the chairman. The motion was seconded and carried, and the names of Fred Mayer and D. P. Byrne added to the committee.

The president appointed the following committee on resolutions: I. P. Rumsey, D. Hunter, D. Lederer.

Auditing Committee: S. S. Tanner, Wm. Timberlake and M. F. Chrisman.

Secretary Stibbens read the following secretary's report and financial statement, the latter being referred upon motion, to the auditing committee.

Secretary's Annual Report.

Mr. President and Members of the National and Affiliated Associations:

I desire to present to the members of this Association my third annual report, and trust it will meet with your hearty approval.

I infer this large assembly of representative grain men are here for a purpose, and that purpose is to learn what the progress of the organization has been since our last annual meeting in October, also to listen and take part in the general discussion that will take place upon this occasion.

Too little attention is given by members to the workings of any organization, or more would be accomplished. If the members would study conditions well, they would place themselves in position to offer many suggestions that would be very useful and helpful to the Association.

Oftentimes you are called upon to lend your assistance in bringing pressure to bear upon certain matters, and but few of you respond to the calls made upon you from the Association, when it is desired to remedy certain evils.

There are matters of grave importance confronting the grain trade that must be judiciously handled and supported by the entire federation of associations, if we may ever expect to correct the many existing abuses.

If every man in the grain business realized the tremendous sum of money invested, in the aggregate, he would fully appreciate the

great importance of the business he represents.

It is almost useless for me to call your attention to the conditions of the grain business ten years ago, as you are all familiar with it, but compare them if you will, with the methods of to-day and tell me candidly if the great improvement has not been brought about by an organized grain trade?

The honesty and business integrity of every grain man in the past few years, has been raised to a higher standard, consequently, dishonest people are fast being branded and stand but little chance of being recognized in the future.

Interstate Commerce—At our last annual meeting a resolution was adopted relative to legislation to render the decisions of the Interstate Commerce Commission more effective, a copy of which was mailed to our members with a letter requesting them to interview the members of Congress from their respective districts, and the Senators from their several states, or write personal letters to them, prior to their departure to Washington, urging them to give their active support to the needed legislation. A personal letter with copy of the resolution was mailed by the Secretary to each member of both houses of Congress, urging them to support a bill that would bring the needed relief.

Favorable legislation along this line was not secured at the last session, but great progress has been made in building up a sentiment in favor of it, therefore if the members of this and other associations will give their united support to House Bill 6273 and Senate Bill 2439, in the next session of Congress, these bills will pass both houses.

Arbitration—The Arbitration Committee of this organization certainly has established many precedents that will be of great value to the trade in the future.

During the past eight months the committee has passed upon seven cases, judgments of which in the aggregate amount to \$1,376.25.

The opinions should receive careful consideration by our members, as they will acquaint you with the customs of the trade and put you in position to avoid future differences.

The duties of this committee are very arduous and few realize the great responsibility these three gentlemen have assumed for your benefit, therefore every member is under great obligation to the committee for the very faithful performance of its duties. The chairman will make his report later.

State Grain Inspection—The only solution of this very important matter is for the associations in the states where it is in vogue, to inaugurate a campaign of education and bring pressure to bear upon their respective legislatures for the enactment of a civil service law.

Public Supervision of Weights—Since our last annual meeting public supervision of weights have been inaugurated at New Orleans and Memphis, and I am advised the new system at these two terminals show marked improvement over the old.

Other markets are being looked after and the public are demanding that up-to-date methods of weighing shall take the place of the old-fashioned loose systems.

Sealing Systems—As per resolution passed at our last annual meeting in Minneapolis last October, the matter of sealing systems has been taken up with the various railroads with a view of revalling upon them to install a system of consecutively numbered seals in substitution of duplicate seals. Correspondence has brought out the fact that many roads have recognized enough virtue in a system of consecutively numbered seals to equip their lines with it, while on the part of others there is a great diversity of opinion as to its value and whether or not it would afford any better protection. Whether this opinion is based on opinion alone or persistent economy, should be demonstrated by roads that have used it.

The principal argument advanced by the railroads against such a change is that car pilferers would be no respecters of what kind of a system was used, providing the attraction behind the door was strong enough to prompt a theft. While this is true, it is also true that if a seal be broken, it is of vital importance that a record be made of that fact.

The use of consecutively numbered seals would compel careless railroad employes to record each and every resealing, as an omission of this duty would show a break in the records and would therefore be apparent in every case. This cannot be said of the duplicate system, for such a system permits resealing without recording and omissions without danger of detection.

One must realize that to change the sealing system of any large railroad would require an immense amount of labor, time and expense; therefore it is not to be expected that any railroad would change its sealing system on a mere resolution or suggestion

from any association without a most thorough investigation. However, only two roads receiving our resolution have really refused to consider any change, i. e., the Pennsylvania and St. Paul Railroads, but I am still in correspondence with them and have hopes that they will reconsider their decisions. Two other roads have agreed to act, and one promised to install the consecutive system in its Chicago inspection yard and would take the installation of the whole line under consideration. Another road is experimenting with our resolutions in hand and have asked I am confident experiments that are being made along these lines will result in some surprising changes in the sealing systems during the coming year, as this matter seems never to have received serious consideration before.

Liability of Railroads on Grain Delayed in Transit—The Board of Directors of this organization, at a meeting held in Chicago, December 1st and 2d, instructed the Secretary to secure copies of as many claims as possible, relative to delayed shipments, which was done and submitted to a competent attorney for the purpose of securing an opinion that would give our members information as to the responsibility of the common carriers. This opinion has a place on the program to be read and discussed later.

Meetings of the Advisory Committee—This committee has been very active during the past eight months holding meetings in St. Louis, Memphis, Cairo and Peoria. The results of the meetings in St. Louis and Memphis have been very satisfactory to the committee, and I believe will meet with the general approbation of our members.

A detailed report of the work of the committee will be made by the chairman, and I believe you will decide great credit is due the Advisory Committee for the very effective work it has done.

Grain Car Equipment Committee—Few of you can realize the great importance of the work of this committee. When you take into consideration the committee has undertaken to convince the railroads of this country that there should be an improvement in their grain car equipment, you will begin to comprehend the proposition is a huge one.

The committee has been able to interest the railroads which we believe will result in a decided improvement in grain cars which will tend to help solve the shortage question.

It is unnecessary for me to dwell on this subject, as the chairman's report will be made later and I am positive it will meet with the hearty approval of this convention. Committee on Grain Improvement—This is a new committee appointed in Minneapolis last October for the purpose of informing themselves in regard to the improvements going on in the culture of grain.

I feel very confident when the chairman of this committee makes his report that you will decide the committee has given the matter very thorough thought, and if their suggestions are acted upon, it will materially increase the production of the various cereals, and it is hoped that this convention will profit by the good advice of this committee.

Constitution and By-Laws—At a meeting of the Board of Directors, held in Chicago, December 1st and 2d, the President appointed a committee to revise the Constitution and By-Laws, to be submitted to the Directors for their approval, which was done during the month of March and met the approval of the Directors, therefore the amended Constitution and By-Laws have been in effect since that time as provided by the old constitution, and all affiliated associations were notified according to our rules. The present Constitution and By-Laws, which will be reported by the chairman of the committee, must be adopted by this convention or rejected.

Police Protection of Terminal Railroad Yards—The work that has been done by the Advisory Committee and the strenuous efforts of the various weighing departments in bringing this question before the interested railroads, has been the means of materially decreasing the amount of stealing done.

Petty thieving, to some extent, still exists in terminal markets, but on account of the many arrests and convictions during the past year, the shipper's grain to-day is safer than ever before when standing on terminal side-tracks.

Adoption of National Trade Rules by Various Exchanges—At the last annual meeting a motion was made and carried instructing the Secretary to correspond with the Boards of Trade and Exchanges of the country, with a view of having them adopt the trade rules of the Grain Dealers' National Association, but the idea was not concurred in by the various Exchanges for the reason that most markets do a speculative business in addition to handling cash grain, and the trade rules of this organization were not considered sufficient to cover both branches of the business. These rules have been highly commended

by all the prominent markets, and most of the state associations have adopted them.

Membership—The Buffalo Grain Dealers' Association and the New England Grain Dealers' Association have recently affiliated with this organization, which only leaves one state organization outside of the national. The state associations affiliated are:

No. of Members.	
292	Ohio
281	Indiana
621	Illinois
413	Iowa Grain Dealers' Ass'n.
160	Grain Dealers' Union S. W. Iowa and N. W. Missouri
255	Kansas
136	Texas
236	So. Minnesota and So. Dakota
51	Michigan
150	Oklahoma and Indian Terrs.
60	Wisconsin
30	North Dakota
23	Buffalo Grain Dealers' Ass'n.
148	New England Grain Dealers' Ass'n.

2856	Total affiliated members.
308	The regular membership including brokers and receivers in the different markets is.
3164	Making a total individual membership of.
60	New regular members during the year.
3	Transferred from state associations.
63	Total.
9	Withdrawals.
1	Suspensions.
53	Net Gain.
2285	Number affiliated members last report.
255	Number regular members last report.
2540	
624	Total net gain for year.

Finances—We have less money on hand than was reported at the last annual meeting for the reason that dues are collected semi-annually in advance, January and July 1st, therefore you will realize we could not have much cash on hand so near to July 1st, but plenty to meet all expenses if all delinquents were paid up.

In conclusion will say the increase in membership in the past eight months compares very favorably with that of other years although the field gradually grows smaller and more difficult to reach.

Association sentiment is growing in the East and South, and the prospects are brighter than ever before in interesting the Southeastern trade.

On account of the active work done by the various committees it has not been necessary for me to make a lengthy report, and the past year has demonstrated that it is very necessary for each committee to do its work well, because of the large field we cover.

The National Association is one of the largest commercial bodies in existence to-day, and will in the future wield a mighty influence in bringing about reforms.

In the future every applicant for membership in the National Association should be subjected to careful investigation, in order that no firm be admitted unless they are responsible and stand for good business principles. By following a policy of this kind it will be possible to build up a membership that represents honesty, business integrity and a positive warning to the business world that this organization stands for honest methods.

SECRETARY'S FINANCIAL STATEMENT.

From Oct. 1, 1903, to June 20, 1904.

RECEIPTS.	
Balance on hand Oct. 1, 1903	\$ 927.29
Dues collected	2,778.98
Membership fees collected	600.00
Profit on Blue Book	519.32
Rebate on mileage	37.86
Refund of deposit to Western Passenger Association	17.00
Arbitration account	80.00
	\$4,960.45

DISBURSEMENTS.	
Postage	\$ 329.72
Office supplies	28.48
Salary account	501.27
Telegrams	17.75
Rent	311.50
Printing and stationery	247.52
Secretary's traveling expense	429.72
Visitors' entertainment	36.90
Office furniture	30.00
Secretary's salary	2,150.00
Express charges	78.95
National Board of Trade expense	183.70

Secretary's bond	10.00
Convention expenses	63.85
R. R. fares and expenses of committees	212.03
Office expense	51.51
President's expense	130.05
Donation to Bacon Committee on Interstate Commerce	25.00

Cash on hand June 20..	\$4,837.95
	122.50

Upon motion the meeting adjourned to 7:30.

Wednesday Evening.

The President: Gentlemen, the convention will please come to order. Again the Republican convention at Chicago has caused us to substitute, a substitute for Mr. Rogers, and I take pleasure in introducing to you Mr. G. D. Goff of this city who will address you upon the subject of Commercial Integrity.

Commercial Integrity.

Mr. Chairman, Ladies and Gentlemen:

I would be ungrateful and irresponsible if I did not feel and experience a sense of appreciation for this privilege of meeting you on this occasion. You cannot but join with me in regretting that Senator Rogers, who is so well fitted to talk to you on commercial integrity, cannot be present. If he were here he would charm you by his presence, and in his own happy way extend to you the cordial greetings of our city.

The prosperity of our people depends not upon our counting houses and overflowing granaries, but upon our intelligent, generous and great-minded citizens. Our stability as a nation, our moral standing as a people, is due to the individual men and women of our common country. Government in the long run is no better than the people governed—not always as good, but the American people are intelligent, just and fair. They are clear in conscience, good in morals, liberal in thought, generous in action—they try to govern themselves honestly and their Code of Life makes for Human Hope. The range of human life is limited and very few of us have the opportunity to be exceptional and great, but we all have the opportunity to be true, honest and upright. We have learned to know that we each have our obligations to discharge, that we are just as much trustees as we are beneficiaries and that man to-day does not live for self alone, that he lives for the good of others as well as for himself. To live by these principles is after all the truest happiness, the only virtue.

In addressing a commercial gathering like this, it is meet and proper to acknowledge the supremacy of commercial ideas in all of the world's affairs. There was never a time in the history of mankind when these things were more potent for good or evil, or more far-reaching. It is perhaps because the commercial spirit of the age is credited with so much of the mischief that is believed by many to be the canker at the root of our progress. Surely if this charge be true, commercial responsibility, from whatever point approached, is greater than ever before, and yet, it should not be forgotten that it is written in all history that commerce has been not alone the avant-courier of civilization but the hand-maid of religion and the Bible. From the earliest day, when commercial charters led the British Colonists to our Atlantic shores, and the peltries of Wisconsin's forests tempted the fur trader and the trapper, the pilgrim and the cavalier, each brought the Christian Bible, and the trapper's companion was the missionary priest.

The world has not grown worse by becoming civilized, but the transitions from the simple life among the pioneers to complexity as we now see it in our great cities, puts a heavy strain upon human nature, and it is well not to forget in self-gratulation that progress may not always mean improvement. It may not mean improvement at all unless it comports with the old principles of private rectitude and morality, principles by the light of which we have never feared to live from the earliest days of our national history.

The typical American citizen is, after all, the American business man, and it is one of the conceits of the age to deplore our politics and laud our commercial prosperity. The representative business man, as we find him to-day, is too often the basis of bad citizenship; because he is too much absorbed in his own pursuits to take proper interest in civic duties. He is, therefore, too often the source of corruption because, as a rule, political

evils strike first in high places. If the business man has failed in politics, it is because of his bad citizenship. The commercial spirit is the spirit of profit, not civic pride, of credit, not honor, of individual gain, not national advantage of trade, not principle. "Graft" is the modern term for the methods by which much of the private as well as public business of the present day is conducted. It expresses itself in commissions, in rebates, in reduced rates to favored persons. It is human greed. It is not, therefore, surprising that business men, when they obtain privileges from public officers, should naturally deal with them as they deal with each other. The public officer has learned to expect to be thus dealt with, and what would be a rebate or commission in commercial life, becomes, when a public officer is a party to the transaction, bribery or conspiracy. In a sense, "graft" is commercialism run wild: it is a reckless outgrowth of the modern method of doing business. Its source is in the fact that men are not honest in business, and the effects permeate our entire public and private life. In the eyes of too many business men to-day, a bribe is a bad thing to take but not so bad a thing to give. To take it is wrong, to give it compulsory, to meet the conditions for which competition is responsible. It is the spirit that demands something for nothing, the feeling that we must be rewarded to do our duty. There is no difference between the tip that brings us good service and the influence that puts a corrupt politician into office, none between a labor boss and a boss of railroads, only that one controls muscle and the other money. The bribe paid the policeman to do his duty is the little sister of the bribe paid the alderman to give a long term franchise without full return to the public, and the prolific parent of the "high moral purpose" to "get there," which to-day accuses so many of our men in public life.

There is no need, necessarily, for discouragement and there is hope born of the fact that the people really prefer and want good government. It is necessary, however, to enlighten and purify public sentiment constantly and to unite good people in sensible ways and active measures. Then the men who are willing to sell their political birth-right for a mess of commercial pottage will not thrive and will not have influence in the right thinking communities. When the people are brought face to face with the needs of their government they will rebuke dishonesty towards the public life, as each citizen will rebuke it towards himself. The man of wealth must move closer to the man of muscle, each must become better acquainted with the demands and wants of the other and with their separate supplies and needs as well, and then both will discriminate more equitably between right and wrong and neither will follow obediently and blindly either the dictates of greed or the orders of the boss. When the great mass of the people know the right and desire it, then, and only then, will commercial integrity and political purity be achieved.

To achieve this requires individual work, because all progress depends essentially upon the individual. It is with the individual that the responsibility primarily rests and it is on the individual that the benefits of such effort will be finally bestowed. If the individual becomes what he should, if as citizen and business man, we make ourselves what we ought to be, we will thereby gradually improve society at large. A nation can have only the qualities of the individuals who compose it, be they good, bad or indifferent, and it is true as the poet tells us,

"If every one would see

To his own reformation,

How very easily

You might reform a nation."

The civilization of a people is but the mirror of their aggregate integrity and standards, but responsible for everything that inspires and promotes progress in the history of a people is personal freedom, individual liberty. It is almost a truism to say that individual liberty is the source of popular government, such as we practice and think we enjoy in this country. We hear it asserted on all sides "That all men are by nature equally free and independent." "That all men are born free and equal and have certain natural, essential and unalienable rights." Without attempting to define this personal liberty, we know that the enjoyment of it has been given to all men what we consider to be a "fair field and no favor" that it has ennobled character and developed religious and intellectual advancement; that it has inspired the builders of this republic with a strong, healthy national thought and that it has made possible the marvelous commercial and industrial development of these great states. It has been said that

"It is individual liberty, not class liberty, not corporation liberty, not guild or society

liberty that our fathers fought for and established on this great continent, the right to our homes, the right to go and come, the right to worship God according to the dictates of your own conscience, the right to work or not to work, and the right to be exempt from interference by others in the enjoyment of these rights; the right to be exempt from the tyranny of one man or of a few; the right so to live that no man or set of men shall work his or their will upon you against your consent. This is the liberty worth living for. It is a liberty worth dying for and it was this blessed inheritance that has come to us from the fathers."

In considering the question of our commercial standards, we must not forget that each age is busy with its own problems and that they are never presented just as the world has known them before. Evolution is constantly doing its work, and we can believe that in the end all will be good, as we must now try to believe that all things whatsoever are conspiring to a purer and a more perfect world.

As an illustration of a great present day problem, an old problem in a new form, take the recent decision against the so-called "merger" of three great railway systems. That decision, much as has been said of it, does nothing but stop the irresistible movement towards transcontinental railway systems. The court says that the projected combination was illegal, that it is the spirit of our laws not to allow the same master hand to manipulate and transform into one company all the railroads of the nation. If Mr. Hill, as an individual, had bought all the stock of all three systems, the courts could not have deprived him of his ownership. A legal way will undoubtedly be found to accomplish the purpose desired. The decision was wholesome in that it upheld the law. It is possible by no means restricted in its application to railways, or even to corporations. The tendency of the age is toward consolidation. It has been said that the "trust" is a defensive contrivance, that it is the weapon of the property interests to defeat the recent communistic legislation aimed at corporations in both the state and the nation. Advocates of this view doubt the wisdom and patriotism of those who oppose such combinations. It has also been said that the "trust" is one of the penalties of a surplus; that they are the results of over-production and abundant wealth; that when we were perplexed with a deficit, we were not bothered with "trusts."

Increasingly complex social and commercial organizations demand such swift development of new and such rapid readjustment of old principles to new facts that very few men are able to take the time necessary to fully comprehend the significance and magnitude of these kaleidoscopic transitions. It is, therefore, not to be wondered at that such conditions cause friction.

Fifty years ago the railway forced the stage out of business and the stage driver had to seek new employment. But if it were still necessary to travel or ship freight over a half dozen different strap-rail roads to get to New York, the inhabitants of Wisconsin would be few and log houses many.

It is not necessary to point with alarm at the growth of socialistic doctrines. It is much more to the point to say that the man who denounces these new doctrines because of his fears for the safety of property, needs to be very careful that he is not himself reckless of his methods in the high-pressure rush for material success. We must be careful that by our own examples and practices we do not tempt the very dangers that we affect the most to fear.

New problems demand nothing extraordinary, nothing really difficult. They are only the old problems of life in larger form. They affect more people only because there are more people to be affected. The remedies that must be applied, that will be applied, sooner or later are merely the remedies that are demanded by justice and the Golden Rule. "Thou shalt not steal." "Thou shalt not bear false witness against thy neighbor." These are still important portions of the Decalogue, and when they find place and full recognition in modern business and politics as well, they will stop stock watering and do away with the coarser and smaller "grafting" in municipal and national affairs.

The stream will not rise above its source. Politics and public life will not be more pure than commercial life, for in this day, commercial interests are the largest and most dominating factor in politics. The question naturally arises, when we admit necessity for reform, what is the responsible cause for this low state of integrity? The commercial and industrial combinations are, to a great degree, responsible. The modern combination is entirely industrial and largely commercial. It is also impersonal. It has no soul to damn; no divine spirit to exalt. Its primary object is to control trade and commerce in given articles of production, and substitute a more or less perfect monopoly for a more

or less free competition. It changes entirely the basic principle of commercial relation between man and man because heretofore we have relied upon competition to protect the people in their trade relations; believing that it would compel each man to respect the inherent rights of his competitor. We have relied upon the beneficent law of competition all along the line. The working man has relied for fair wages upon competing jobs and the employer for fair services upon competition among working men. But local competition is coming to an end and combinations organized to compete in the world's greater fields are rapidly taking its place. The producer, the carrier, the middleman and the tradesman are all combining and no one can foretell where this process will end. Competition is the economic force in our affairs which we must save so far as possible if we would avoid those evils which must surely follow its destruction. But how far local competition can be preserved is a grave problem. Immense sums of money in private hands to-day make it possible for single individuals to undertake enterprises that could only have been dreamed of by governments but a generation or two ago. If competition cannot, in a measure, be preserved and our economical machine be kept more evenly balanced, then money and not manhood is likely to become sovereign in American life.

If a nation is to be free, its citizens must have higher aspirations and truer ideals than to acquire those things which make alone for physical and bodily comfort. Men who are not their own masters in private and commercial life, are not the citizens to make a great and successful state. A nation of free men must be a nation of self-governing and self-reliant to work out their own salvation. Men who make money the chief thing of existence are not the men who will devote their lives, and if need be shed their blood, for their country. The men who have died for principle's sake and in defense of their homes were their own masters, accustomed always to taking the initiative in all they thought and did. We must stand for the development and the protection of the individual lest the combinations of the present day lead to socialism rampant and triumphant. Individualism has ever been a jealous mistress, but she has taught the nations the lessons so essential to their moral as well as their material advancement. We cannot afford to barter our manhood as a people, for the golden gifts of a sordid world. The business man, the man who would practice commercial integrity because he expects it from others, must have high civic and moral ideals. In conceding the advantages of better standards and more exalted purposes, it is not necessary to admit ourselves as being hopeless groundlings. I do not ring the alarm. I would merely call on men of integrity like yourselves, whose weight and influence is great, to realize that the responsibilities of success are greater than those of failure. The man who has much owes more to the world than the man whose abilities and opportunities are small, and, as a rule, in the long run, the permanent rewards are to merit alone. History buttresses this statement as to nations as well as men. It is well to remember this lesson in all of the relations of everyday life.

Civic honesty and commercial integrity can be achieved only by losing self in a moral ideal. The ideal is imaginary and is perhaps unattainable, but the highest type of excellence is never reached without it. Unconsciously we create the mental image of what our work is to be, but to do good work, we must never forget that our best efforts are but an imperfect expression of what we would do. The idealist must have the idea, the fixed purpose, to accomplish his aim, and then every possible future is opened to him, if he be just, true, worthy and honest even in little things.

No man, in or out of business, can be true to himself who is not true to pure and fine ideals. Courage, honesty, self-reliance, not satisfaction, sympathy and respect for the great problem of human life are certainly the essentials of commercial integrity. The man who possesses such elements will find the truth in his business relations and contribute a little towards the betterment of human affairs. As citizens and men engaged in commercial pursuits, ours is the obligation of Noblesse Oblige. From us much is expected; from us much will be received, if we live honorably, deal honestly and always do our duty in the succession of little and great things. If I should be permitted to name the most resplendent ideal in the life of a business man, I would unhesitatingly answer, Love of Duty. After all is said, after all is done, when the play is over and the player gone, duty alone remains, not success for its own sake but the doing justice between man and man, our brother and the stranger within the gates. There is nothing heroic in discharging one's duty; the incentive will often be lacking and at times it

will cost us the admiration and respect we crave, but if we have faith in common chances, be content with our share and our part in the common hope, be true to the highest ideals, our lives will be worthy of record, even though they remain unwritten.

The President: I want to say that we owe Mr. Goff a vote of thanks for the fine effort that he has made. It was one of the finest papers I have listened to for many a day.

Capt. I. P. Rumsey: Mr. President, it is a great satisfaction and delight to me to have the privilege of moving a vote of thanks for that paper, which is one of the finest I have ever listened to, the true principles of an American and of a true citizen, and I move you, Mr. President, that we make it a rising vote of thanks for the paper.

The President: It is moved and seconded that a vote of thanks be made for the paper. All in favor, please rise.

The motion was carried unanimously, all rising.

Mr. Goff: I thank you very much.

The President: I presume you have all noticed this mammoth (referring to a gavel which he held in his hand.) It is called a gavel. I do not know whether it is intended for a joke or not, but I want to say to the party who sent it that I am very much obliged. I may have occasion to use it. This is what he writes:

"H. S. Grimes: My dear sir: Please accept this mallet, for the use of this and succeeding conventions. It is made of wood from the first tree M. F. Dunlap chopped down when his father and uncle set up their saw mill on Cedar river. It is heavy enough to knock down motions or resolutions. If it is necessary to turn the screws on the convention, I am willing to lend my screw driver again."

The President: You will remember, this morning I had a screw driver I borrowed from somebody. (Continuing to read.) "This mallet is guaranteed not to hurt presiding officials, if used with good judgment. It is gentle.

"Yours respectfully,
"SCREW DRIVER."

(Laughter and applause.)

The President: We have a very goodly number here this evening, although I am very sorry we had not more to hear Mr. Goff, and have not more to hear the report from the Advisory Committee. That is the next item on the program, and, gentlemen, I take great pleasure in introducing to you Mr. Wells, chairman of the Advisory Committee, who will now proceed to make his report.

Mr. Wells then read the report and six recommendations and resolutions all of which were adopted except the 5th relating to "Terminal Dealers," which was briefly opposed by two or three. The few in attendance declined to endorse it as a whole, altho no member of the organization would think of standing up for any of the dishonest and unfair practices denounced by the recommendation and resolution.

Annual Report of Advisory Committee.

Mr. President and Gentlemen:

It might be well to explain that the Advisory Committee is composed of the Secretaries of all the affiliated Grain Dealers' Associations, thus representing the states of Ohio, Indiana, Illinois, Michigan, Wisconsin, South Minnesota and South Dakota, North Dakota, Iowa, Kansas, Oklahoma and Indian Territory and Texas, Nebraska being the only state Grain Dealers' Association not included in the affiliation, a fact that we regret, because we need the co-operation and influence of the Nebraska Grain Dealers' Association in this work.

OBJECT AND PURPOSE OF THE ADVISORY COMMITTEE.

The object and purpose of the Advisory Committee is to investigate methods and general conditions in terminal markets and if necessary to exercise the combined influence and prestige of the affiliated associations to the end that bad methods be improved and abuses corrected, also to turn on the "lime light," if so to speak, by giving the grain trade in general information of actual conditions as they exist with the idea in view that publicity will exterminate bad methods and abuses to a greater or less extent.

We realize that we have only made a small beginning in this work, but enough has been done to demonstrate that publicity and the influence of concerted action, if judiciously exercised, may be decidedly effective for good.

Finding that it would be impossible for your chairman to take up the work in all the terminal markets of the country, we have thus far confined our efforts to the territory west of the Illinois and Indiana state line, which includes most of the surplus grain-producing states and within which are located the terminal markets of Duluth, Minneapolis, Chicago, Peoria, Cairo, St. Louis, Memphis, New Orleans, Galveston, Port Worth, Kansas City, St. Joseph and Omaha.

It is the plan of this committee that members of the different state associations report to their respective secretaries whenever they find anything that is irregular in their transactions in terminal markets and thus furnish the Advisory Committee with practical experience as a basis to work on.

Your chairman and members of this committee have visited some of the markets named at different times, going through elevators from top to bottom and making general investigation as to weighing facilities, etc., also through different railroad yards, and we find that there are certain bad methods and abuses common in all terminal markets, and in this report we shall deal with these questions in a general rather than individual sense.

BOARDS OF TRADE AND COMMERCIAL EXCHANGES

All the markets named have organized Boards of Trade or Commercial Exchanges of greater or less pretension and assume more or less control of methods and conditions, and these organizations invariably reflect the character of their officers and members.

We mean by this that some Boards of Trade or Exchanges uphold certain standards of principle, integrity and discipline, adopt good rules and enforce them, while other Boards of Trade or Exchanges show a lack of consideration for good principles, exercise a weak discipline and adopt rules merely to allow them to go by default. We insist that when a Board of Trade adopts a rule, that rule should be enforced, amended or repealed and not allowed to remain in force and go by default. Well organized Boards of Trade or Exchanges and good government at their hands is a positive necessity at all terminal markets where grain is received on consignment and sold by sample to be unloaded at any one of several elevators or industries without the definite knowledge or instruction of the shipper.

Your committee, however, does not favor supervision of weights and inspection at small receiving points, where there is no consignment business and no sample trading and where the grain received is bought on track and always unloaded at the elevator operated by the buyer.

Such markets, having Board of Trade organizations, usually the result of ambitious local pride rather than necessity, do not have a sufficient diversity of interests to build up the necessary discipline to insure an honest and judicious exercise of its functions and instead of being a benefit to the trade may become a cloak of rottenness, bad methods and abuses, and it is preferable that such buyers and such markets stand strictly on their own individual merits as to integrity and honesty regarding their business conduct. In this case the shipper knows to whom he sells and who is weighing and inspecting his grain and if the treatment he receives is unfair he may discontinue the business relations. While in the case of the larger market the shipper does not name the buyer nor the weigher and it would not be practical for him to do so.

Board of Trade supervision of weights should mean absolute and impartial control, otherwise the term Board of Trade supervision is a misnomer. The employees of the department should be absolutely in the employ of the department and receive all compensation therefrom.

The success and accuracy of the work of Board of Trade supervision is dependent entirely upon the quality and discipline of the organization.

The principal markets west of the Illinois and Indiana state line are now supervised as follows, to-wit:

	Weights.	Inspection.
Duluth	State	State
Minneapolis	State	State
Milwaukee	Cham. of Com.	Cham. of Com.
Chicago	Bo'd of Trade	State
St. Louis	Merchant's Ex.	State
E. St. Louis	M. Ex. & State	State
Kansas City	Bo'd of Trade	State
New Orleans	Bo'd of Trade	Bo'd of Trade
Memphis	Bo'd of Trade	Bo'd of Trade
Peoria	Bo'd of Trade	Bo'd of Trade
Cairo	Bo'd of Trade	Bo'd of Trade
Galveston	Bo'd of Trade	Bo'd of Trade
Port Worth	Bo'd of Trade	Bo'd of Trade
St. Joseph	Bo'd of Trade	Bo'd of Trade
Omaha	Bo'd of Trade	Bo'd of Trade

Your committee is quite well informed as to the comparative merits of the supervision of weights of the different markets named, but we conclude that it would not be the best policy for us to make individual criticism at this time, but rather to use every influence possible to secure improvement in those markets that are lacking in system and discipline. We might say, however, that we are not favorable to that so-called Board of Trade supervision that merely consists in having a bonded weigher who is the regular employee of the elevator.

Board of Trade supervision of weights is of comparatively recent adoption in St. Louis, East St. Louis, Kansas City, New Orleans and Memphis, brought about largely by the influence of Grain Dealers' National and affiliated Associations. The officers of the Boards of Trade, Exchanges and weighing departments of the markets named should be commended for the improvements made and the systems and discipline established, and in this connection we offer the following resolution, to-wit:

RESOLUTION.

Resolved, That the Grain Dealers' National Association, now in convention assembled in Milwaukee, this 22d day of June, 1904, do hereby express their appreciation of the disposition of the Boards of Trade and Exchanges of Kansas City, St. Louis, New Orleans and Memphis to improve the terminal conditions of those markets by establishing Board of Trade and Exchange supervision of weights, and whereas, the Board of Trade of Peoria is considering the question of supervision of weights, but so far as we know has not decided the question, therefore

Resolved, That we respectfully urge them to adopt and carry into effect a thorough Board of Trade supervision of weights in that market, that being the most and in fact the only method of supervision fully satisfactory to their patrons.

SHORTAGES.

Your committee have been prompted in making investigations of terminal conditions by the reports of shortages as between weights at shipping point and destination, and we have attempted to study the general causes for such shortages and if possible find a remedy therefor.

The causes for shortage in weights that we have discovered may be enumerated as follows, to-wit:

1. Defective scales at loading point.
2. Stealing from car before being sealed at loading point.
3. Leakage because of bad cooping of doors and windows.
4. Leakage because of decrepit condition of cars.
5. Stealage in transit and in railroad yards.
6. Stealage at transfer elevators.
7. Negligence when unloading in sweeping cars and cleaning up about the pits.
8. Suction blasts attached to legs or heads in terminal elevators.
9. Dockage.
10. Wilful stealage by the terminal weigher employed by the elevator company.
11. Bad order scales at destination.
12. Evaporation in transit in case of damp and heating grain.

We believe that the best foundation for a remedy of the causes for shortage is the establishment in the larger terminal markets of board of trade supervision of weights, with a competent weighing department composed of a weighing committee, chief weighmaster and assistants in charge surrounded by all the disciplinary influences possible as may be provided by co-operation of Board of Trade and Grain Dealers' Associations.

This supervision should extend so far as to absolutely control the installation and inspection of all scales, prohibit the use of all suction blasts, or any cleaning machinery that may give a possible opportunity to interfere with elevating all the grain in the car, to the scales, or in other words, no possible chance should be allowed to interfere with elevating all grain from car to scale in the construction of the elevators and spouts.

If the volume of business at an elevator is large and the deputy weigher at the scales does not have time to examine cars and see

that they are properly swept, then two men should be provided by the weighing department, one above and one below, one of which to read the weights on the scales and see that the grain on each car is all elevated on the scales and see that the grain in each car is all elevated and that the weighing facilities are in proper condition generally, while the second deputy should make a careful record of condition of cars and the car seals when they arrive, making detailed report of any leaks and see that cars are properly swept and that the grain is cleaned up about the pits between the unloading of each car.

With such an official systematic record of weights, conditions of cars and car seals at terminal markets, it only remains to show positive weights at shipping points to establish the liability of the railroad companies for loss in transit because of stealage or leakage.

There can be no question as to the liability of the railroad companies to shippers for loss of grain by leakage and stealage while in their possession, and shippers should insist that railroad companies pay them for such loss. In this connection we would also emphasize the necessity of having accurate shipping scales at loading points, and we would offer the following resolution, to-wit:

RESOLUTION.

Whereas, It is essential to have accurate weights at shipping points and that because of the inconvenience and expense for individual dealers to have scales regularly inspected, therefore

Resolved, That the Grain Dealers' National Association, now in convention assembled at Milwaukee, this 22d day of June, 1904, do hereby suggest to the different affiliated Grain Dealers' Association that they consider the idea of employing a scale expert on the co-operative plan to systematically inspect the scales of country grain shippers.

ELEVATOR SERVICE.

The modern, up-to-date, terminal elevator may be compared to the safety deposit vaults of a bank. Its construction and facilities are so complete that there is scarcely a chance of loss for the shipper in the matter of unloading and weighing, where the weighing is properly supervised to insure an honest reading of the scales.

Carload dockage has in days gone by been a source of considerable profit to terminal elevator operators, and it is said that it was not unusual for elevator operators to take from 500 to 800 pounds to each car, and cars were smaller in those days than now. Carload dockage is still a mooted question, and is fixed in different markets by custom, board of trade or state regulation per car as follows, to-wit:

	Lbs.
Duluth	30
Chicago	40
Memphis	..
Omaha	..
Minneapolis	30
Kansas City	100
Cairo	..
Milwaukee	..
Peoria	50
St. Joseph	100

We are not definitely informed regarding carload dockage taken at New Orleans, Port Worth and Galveston. Until recently the dockage at St. Louis and East St. Louis was three pounds per thousand pounds, when the state commissioners of Illinois and Missouri made a rule that carload dockage at public elevators should be 50 pounds for cars of 40,000 pounds or less and 100 pounds for cars of over 40,000 pounds, their rule applying of course only to public elevators.

The Weighing Committee of the Merchants Exchange of St. Louis have ordered that effective June 15, weight certificates shall show only the actual weight of grain unloaded from cars at elevators, mills and warehouses, this order being subject to the approval of the Board of Directors. We are not as yet informed as to the action of the Board.

It is customary in most markets for the weigher to deduct the carload dockage from the actual weight in making up his weight certificate.

Your committee would recommend that action be taken by this Association to the end that board of trade or state weighmaster's certificates shall show the actual weight as is now being done at Milwaukee, Memphis, Cairo and Omaha and is contemplated at St. Louis, and we offer the following resolution, to-wit:

RESOLUTION.

Resolved, That carload dockage is unjust and not based upon any good business proposition, that we are gratified to know such practice has been abandoned in some markets and the amount of dockage reduced in others, and that we urge that it be discontinued in any market where it is yet practiced.

RAILROAD SERVICE.

Your Committee feel that it is proper to mention in this report some of the unfavorable methods and conditions that exist for which the railroad companies are responsible and that result in loss to shippers of grain.

Published freight tariffs as provided by law are not as public as they may seem to be or as we understand the law contemplated. They are made up in different forms, each railroad company having a form of its own and all of the forms used are more or less ambiguous, so much so that local station agents often have no conception whatever of them and are unable to give shippers any particular knowledge and we have known of instances where division freight agents were unable to properly construe them.

Instructions are given by railroad companies to agents to destroy expired tariffs which makes it very inconvenient for shippers who desire to be informed regarding expired rates for the purpose of checking up freight receipts.

In our opinion, the loose system of dissemination of these tariffs gives an opportunity for discrimination, we are advised that railroad companies have been known to publish tariffs giving reduced rates, disseminating them particularly to favored large shippers and carelessly to the small shippers if placed within their reach at all, keeping same in force a short time only to give the favored shipper a chance to make up billing on the reduced rates.

Natural shrinkage is the defense made by certain railroad companies when presented with claims for loss of grain by leakage in transit. Certain companies insist that natural shrinkage of grain in transit amounts to one per cent., or an equivalent of six hundred pounds on a sixty thousand pound car and have undertaken to deduct such percentage of shrinkage in making settlement of such loss with shippers.

Terminal railroads operated as separate corporations, the stock of which is usually owned by trunk lines, show a disposition to be extremely indifferent to the rights of shippers, and in every large market particularly, their facilities are entirely inadequate, which results in serious loss to shippers in times of congestion, because of delays in making delivery, and such terminal railroads are almost absolutely indifferent about providing police protection and the proper care of property in their yards.

Your Committee consider that the terminal railroad question is one of the most difficult and important problems that concerns the grain trade in connection with terminal markets.

Reconsignment and switching charges in terminal markets make up an expense that often proves a serious disappointment to the shipper when he receives the returns on his consignments, and it would seem that a proper organization of terminal railroad facilities might partially eliminate such charges.

The responsibility of a railroad company in accepting a shipment of grain must certainly begin and end somewhere. Does it begin as soon as the shipper has loaded the car or when he has received a Bill of Lading for it? Does it end when the grain is unloaded at destination, or when car is placed at unloading point? Your Committee are not informed on this point and we would recommend that a brief of laws and court decisions be prepared.

RESOLUTION.

Resolved, That in the interest of shippers and receivers of grain the best efforts possible should be made by this association to correct the practices referred to in the division of the report of the Advisory Committee on Railroads, and that it should be made the duty of the Committee on Transportation to act along the line of affecting such reforms.

TERMINAL DEALERS.

Your Committee have noted that it is a practice among commission merchants to some extent in nearly all terminal markets to buy in grain consigned to themselves on their own account. We do not believe that such transactions are in accordance with the spirit and letter of the rules of their Board of Trade or Exchange. Neither do we believe that values can thus be justly established.

We also note the practice of bunching cars, or selling several cars of different grades consigned by several different shippers at one averaged price. We do not believe that values can be properly established and adjusted as between the different shippers in such transactions.

We also note that terminal dealers do not always return to shippers all vouchers and papers to which they are entitled, such as certificates of weight and inspection, railroad receipts for freight, demurrage, reconsignment charges, switch-

ing, etc., and we insist that shippers are entitled to all such vouchers, and that terminal dealers have no right to indulge in such negligence.

We also note that receivers are in the habit of selling consignments to go to local points outside of the terminal market to which the grain was consigned and accepting such destination weights without the consent of the shipper. We insist that receivers have no right to forward shipments to local destination points making settlement on destination weights without having a definite understanding with the shipper.

Notwithstanding the fact that in nearly every terminal market there is a rule requiring that rejections shall be made within a certain limited time, commission merchants are making special terms to such an extent that the rule has no force, and, in consequence, the shipper often suffers. For instance, wheat is sold delivered under such special terms, terminal railroad are contested and do not make delivery for a number of days, the market declines and the buyer rejects, often on a technicality, in order to get from under the market, when the grain must be resold and perhaps another switching charge added.

We also note that commission merchants sometimes use terms that are confusing and misleading, as to whether the transaction is to be a consignment or a track sale. For example, a commission merchant wires shipper "Can sell car three Corn at 48c net your track," in letter of confirmation the commission merchant writes the shipper, "We book purchase car three corn at 48c net your track." We insist that commission merchants should use terms that are clear and leave no doubt as to whether the transaction is a consignment or a track sale.

RESOLUTION.

Resolved, That it is not good business ethics for a grain commission merchant to buy in for his own account any grain that has been consigned to him to be sold for account of the shipper.

That the practice of bunching cars of grain received from different consignors and selling them in one lot at one price is to the disadvantage of the shipper and should not in any case be so done.

That shippers of grain are entitled to a voucher for each amount deducted from the proceeds of grain, for any expense, not a fixed charge, and we recommend that such voucher be furnished in every transaction.

That no commission merchant has any right to forward grain outside of the terminal market to which it was consigned and make settlement with the shipper on the weight at such outside market, without a definite understanding with the shipper in that regard, and we insist that such practice be discontinued.

That in every case the rule limiting the time for the rejection of grain should be strictly observed and adhered to.

That for the purpose of avoiding confusion and misunderstandings all offers to buy or sell grain should be stated in terms which will not admit of varied construction, and where not clearly stated the person so making the equivocal proposition should not be allowed the benefit of the doubt.

REORGANIZATION OF ADVISORY COMMITTEE.

As already stated, your Committee have not given any attention to markets located east of the Indiana and Illinois State line, because the field is too large for one committee to cover as a whole and we offer the following resolution, to-wit:

RESOLUTION.

WHEREAS, The field of work to be covered by the Advisory Committee is of such large extent and includes so many markets that it is practically impossible for the Committee as a whole to properly cover all of the territory; therefore,

Resolved, That the Board of Directors are hereby authorized to make such sub-divisions of that Committee as may seem to them to be advisable and to assign each sub-division so created such part of the work as in their opinion can be so done to better advantage and more thoroughly.

The President: I will give notice now that this matter will likely be taken up to-morrow. The one that is laid on the table.

The President: I want to call your attention to the excellent report made by the Advisory Committee. The last part

some of you did not seem to think was excellent, but when you take into consideration the fact that the committee has devoted a wonderful amount of time to it, without any compensation, they deserve more than a passing resolution. The report is an excellent one, barring, perhaps, the one you laid on the table, and I think there should be more recognition made of the report than simply passing and adopting it.

Mr. W. S. Washer: I move you, sir, that the thanks of this association be and are hereby tendered to this committee for their very excellent report.

Seconded and carried.

The President: If there be any further remarks before the lecture by Mr. Watrous, we will listen to them.

Mr. McCord (Ohio): There was a special order to receive the report of the Credentials Committee.

The President: Yes. The report of the Credentials Committee will now come before you.

(The report of the Committee on Credentials was then read by J. M. McCord.)

The President: You have heard the report of the Committee on Credentials. What shall be done with it?

Mr. Chambers expressed himself as opposed to the report of the Committee on Credentials and after considerable discussion as to the proper interpretation of the constitution and by-laws, Mr. Jay A. King made the following motion: I move, Mr. Chairman, that the report of the Committee on Credentials be corrected so that the delegates from the affiliated associations will have the right to cast 20 votes, or the number of votes they represent, whether it be 20 or a fraction of 20.

Mr. McCord and Mr. Riley were opposed to the resolution, as were also Mr. England and Mr. Lederer.

M. F. Dunlap moved that a committee be appointed by the Chair to decide upon the proper interpretation of the constitution and by-laws on the point at difference and report to-morrow morning.

The motion was seconded and carried, and President Grimes appointed the following to serve on that committee: Jay A. King, J. W. Snyder and M. F. Dunlap.

President Grimes: If there is no other business we will now be entertained by a stereopticon lecture by Mr. Watrous.

Mr. Watrous: As you have had very important business to transact and as the hour is now very late, I think perhaps it would be better to dispense with this part of the program. However, I am here and am ready to follow out your wishes in the matter.

President Grimes: What is the desire of the convention? Shall we have this lecture or not?

Mr. Lederer: I move that we accept the lecture at once and get the benefit of it.

The motion was seconded and carried and Mr. Watrous entertained the convention with an illustrated stereopticon lecture, giving different views of the city of Milwaukee.

The proposal to renew the German Bourse law has been referred to a committee; but public sentiment against the time bargains in grain is still too strong for the prohibition to be rescinded.

Not only is the strength of British wheat below that of foreign grain, but home wheat has deteriorated substantially in the last twenty years.—A. D. Hall, addressing the British Farmers' Club.

Thursday Morning.

The President: The convention will please come to order. Gentlemen, you heard the report of the Committee on Credentials last evening, and the discussion as to the construction of a particular part of the by-laws. We will now hear the report of the Committee appointed to decide as to the interpretation of a particular part of the by-laws. Mr. King, are you ready?

Mr. King: Mr. President, Gentlemen of the Convention: (Reads the following):

Report of Committee on Vote of Affiliated Members.

Your committee appointed for the purpose of reporting on the question of the vote the affiliated members are entitled to under the present reading of the Constitution and By-Laws would respectfully report:

That upon careful investigation we find that each of the three members, Mr. Chambers, Mr. Clark and Mr. Stibbens, who have each been the Secretary of this Association, are positive in the declaration that in the adoption of the Constitution and By-Laws it was the intention that each member of an affiliated association should be entitled to a vote in the proceedings of the Association, that the delegate system of representation was adopted for affiliated associations in order that the large membership of the state and local associations could have a voice in the proceedings without the expense of so large a number being required to attend the meetings and at the same time not be deprived of a vote in the business of the Association; that at all times when the roll has been heretofore called, the delegates from the affiliated associations have been permitted to cast the full vote of the membership in good standing in the Association.

After a further examination of the Constitution and By-Laws we conclude that the wording thereof entitles the delegates to such vote.

Because of what we are firmly convinced was the intention of the Association at the time the Constitution and By-Laws was adopted, because such is the established procedure and because in our opinion the definition of the vote to be allowed so means, we are of the opinion that the delegates from the affiliated associations are entitled to cast the full vote of the membership in good standing in their respective association, and we recommend that the report of the Committee on Credentials should be modified to accord that right.

Inasmuch as there is a difference of opinion in regard to the construction of the wording of the By-Laws on this question, it may be well to have a committee review the matter for the purpose of making the wording and intention to be stated more clearly.

JAY A. KING,
J. W. SNYDER,
M. F. DUNLAP.

The President: Gentlemen, what action do you desire?

Mr. Brown: I move its adoption. (Seconded.)

The President: Moved and seconded that the report of the Committee be adopted. Are you ready for the question?

(Motion carried.)

The President: The question now before the house is that the report of the Credentials Committee be referred back to the Credentials Committee, with instructions to make the necessary changes. Are you ready for the question?

Mr. King: The motion as made was that they be so instructed to modify the report so that the delegates from affiliated associations should be entitled to cast the vote of the whole of the Association.

The President: Your words are a little more definite, but my intention was the same. Are you ready for the question?

Seconded and carried.

The President: The Credentials Committee will be able to take this matter up so that they can give us a report, if necessary, in five or ten minutes.

The President: I was in hopes we would have a larger attendance here this

morning to hear the report from the Arbitration Committee, but time is moving along rapidly and it will be necessary for me to call on the chairman of that committee, Mr. King, for his report. Gentlemen; I desire close attention paid to this report, as this committee represents one of the principal, if not the principal committee in the organization, and it will show you what is being done in the matter of arbitrating matters that would, perhaps, cause legal complications.

Report of Committee on Arbitration.

Mr. King read the following report:

During the time since the annual meeting in October, 1903, eight cases were submitted to and decided by this committee, having title and amount involved as follows:

C. E. Rose, Nashville, Tenn., vs. J. C. Robb, Kingfisher, Okla.,	\$131.50
Richardson & Co., Chicago, vs. Taylor Grain Co., Topeka, Kan.,	530.63
Blue Grass Commission Co., Lexington, Ky., vs. Connor Bros. & Co., St. Louis, Mo.,	302.50
Owen Hurd & Sons, Walton, Ind., vs. John R. Gray & Co., Indianapolis, Ind.,	28.00
Appealed from Indiana Grain Dealers' Ass'n.	
T. B. Jones & Co., Memphis, Tenn., vs. Henderson Elevator Co., Henderson, Ky.,	283.62
E. R. & D. C. Kolp vs. E. H. Linzee,	100.00
Appealed from Oklahoma Grain Dealers' Association.	
Chicago Grain & Elevator Co., Des Moines, Ia., vs. H. L. Halliday Milling Co., Calro, Ill.,	700.00
John R. Bray & Co., Indianapolis, Ind., vs. The Bassett Grain Co., Indianapolis, Ind.,	151.97
Appealed from Indiana Grain Dealers' Association.	

In the consideration of each case submitted to us, it has been the purpose of the committee to arrive at a conclusion warranted by the evidence, and in accord with the established rules of the trade, and the legal rights of the parties in interest.

In writing the several opinions, the committee endeavored to give the reasons for the conclusions reached and the awards made, believing that such information might result in benefit to the trade.

Knowledge of the application likely to be made by the Committee on Arbitration, of certain rules and customs of the grain trade, might cause some to avoid the mistake of unintentionally violating those rules or customs, and when such mistake is made, might be the means of an amicable adjustment of the differences without unnecessary expense to either party.

We did not presume to fully satisfy all concerned, because the opposite parties to a case view the matter involved in an entirely different light, or there would be no dispute.

However, we hope that the decisions made by the committee on the matters submitted have been such as to inspire confidence in the integrity and good intentions of its members.

In some of the cases submitted for arbitration, the parties have not filled the evidence complete, and on some points in the case have not furnished any evidence.

At the meetings of the committee the members are away from home and subject to considerable expense, so that for the good of the Association, all cases submitted should be as well arranged for the convenience of the committee as possible.

Aside from that, the law on arbitration is that only what is submitted may be considered by the arbitrators, and if any part of the case is not supported by competent evidence, the committee would have no authority to render any award on that part of the case. If the committee should, in any case, award to either party something that had not been claimed, or should award what is claimed without evidence to support the claim, and not admitted by the other party, the courts would set aside the award if called upon to pass on it.

That being the law, it is readily apparent that two things are very essential in preparing a case for arbitration:

First, to state fully what is claimed, and second, to supply competent evidence to establish each point of the claim.

As has been before said, this committee does not regard it to be right or advisable to render a decision of compromise for the purpose of causing one party to feel better or the other party to be less out of humor.

The decision should be made with due regard to the rights of the parties under the law—the established rules of the trade—and the evidence.

For the information of those who may desire to submit matters for arbitration, and for the purpose of having the case properly prepared and the rights of each party to the case protected, the committee suggests a careful compliance with the following stated directions:

In preparing either side of a case for submission, the party will be expected to furnish:

1. A concise and clear statement of all that is claimed.

2. The contract or contracts, if any, including all written evidence, letters and telegrams, tending to establish the terms and conditions.

This contract is the basis of most of the cases in dispute between grain dealers, and special care should be exercised to establish the terms and conditions of it in the preparation of a case for arbitration.

An offer by one party by wire or mail to buy or sell and the acceptance of the offer by the other party, may constitute the contract. The confirmation of the contract may be essential in determining what the agreement was, and should always be included.

It is all important that the contract, when there is one, should be clearly and definitely established.

3. Shipping directions, if any.

4. Bills of lading, if any.

5. Inspection certificate, if any, from point of shipment.

6. Inspection certificate, if any, from point of destination.

7. Freight expense bills, if any dispute regarding freight paid.

8. Confirmation of railroad rates when that question enters into the case.

9. Authority for freight rate, when difference of rate is involved.

10. Proof of market difference when there is any probability of the market difference affecting the rights of the parties to the case, either because of discount for grades, delay in shipment, or non-fulfillment of contract.

The proof of market difference should be the price bulletin of the market to which the grain in question was shipped or intended to be shipped, of the dates on which the price is to be established; but in case it is necessary to establish such difference in a market where no price bulletin is regularly issued, affidavits by disinterested persons should be furnished.

11. Evidence for plaintiff in duplicate.

12. Evidence for defendant in duplicate.

13. Evidence in rebuttal in duplicate.

14. Arrange all evidence in chronological order, so that a clear history of the case can readily be obtained.

Fasten all papers securely together to avoid loss.

15. When the original papers concerning the case cannot be supplied, and copies are substituted, a statement should be made under oath that the original papers are lost or beyond the control of the party offering copies as evidence, and that the copies so offered are true copies.

On cases that come to this committee on an appeal from the decision of the affiliated association, the Secretary of such Association is requested to see that such opinion has been properly issued, and giving full particulars as to award made.

A careful observance of these requirements will add largely to the preparation of a case in the proper manner, and will be of material benefit in protecting the rights of either party.

It may not be out of place at this time to call your attention briefly to the question of the expense of arbitration.

While it is true in the transaction of the business required to be done, this committee has used the greatest economy of time possible, being away from home, and in order to save expense, it is also true that the amounts paid to the Association by litigants on account of arbitration, would not be sufficient to meet the actual expenses incurred by the members of the committee if they had been reimbursed for such outlay.

Some of the cases have been passed around to the members of the committee for review, for which labor no amount is taken into account in this connection.

The passing of the cases around to the individual members of the committee for an opinion is an unsatisfactory and unreliable way of obtaining the decision.

The committee should be called together for the consideration of most of the cases submitted.

Since October this committee has had one meeting at which several cases were decided.

The total amount received by the Association from the several cases then considered, was not sufficient to defray the actual necessary outlay by the members of the committee for that meeting and defray the incidental expenses of printing, telegrams, etc.

The question is, do the members desire that the litigants shall pay the entire expense of arbitration, or is it the intention that a portion of the cost may be paid out of the general funds of the Association?

If the members of the Association prefer that the parties in interest defray the entire expense of arbitration, your committee would suggest that Section 1 of Rule VI be modified so that instead of as now, a fixed amount is to be deposited by each party, the amount to be so deposited with the Secretary be made larger in such cases as the amount involved is larger.

The amount to be deposited to cover the expense might in fairness be graduated so that the minimum amount would be as now provided, for cases of \$100 or under, and as the amount involved would be more than that sum, the amount to be deposited could be moderately increased proportionately.

As it is probable that no one wants to make the business of arbitration a source of revenue to the Association, due care should be used in making such change, if it is done, not to increase the amount required to be paid in to a greater sum than will seem to be required to defray the actual cost of the work.

Vice-President Snyder is called to the chair by the President.

Vice-President: Gentlemen, you have heard the report of your Committee on Arbitration. What is your pleasure?

B. A. Lockwood: I move that it be adopted.

Motion being duly seconded, was carried.

Vice-President: The next on the program is an address by Mr. John B. Daish of Washington, D. C. Many of you have had the pleasure of hearing Mr. Daish on several interesting subjects, and, I am sure he needs no further introduction.

Mr. Daish was greeted with applause and spoke as follows:

Congressional Work.

I have to make the following report as commissioner of your Association at Washington since my appointment by your president about Feb. 1 last. You will doubtless recall that previous to the time mentioned the National Board of Trade, of which this Association is a member, maintained at Washington a resident commissioner for the purpose of indicating to congress the wishes, feelings and desires of the grain trade in connection with pending legislation. By reason of a change in the National Board of Trade, there has been no commissioner at Washington for that organization since its last annual meeting, and your president asked if I would act as commissioner for the Grain Dealers' National Association, and I consented to do so.

During the six months in which I have acted in that capacity a number of matters have occupied my attention. Among them, the bill introduced by Senator Foraker, which provided in short to take the sting out of both the interstate commerce and the Sherman anti-trust act. This was proposed to be accomplished by exempting all import and export shipments from the application of the two acts referred to; to make the violations of the anti-trust act or of the anti-railway pooling provisions of the interstate commerce act depend upon the decision of a court, whether or not the contract, agreement or pool was in fact in reasonable restraint of trade. At present the acts provide that if the contract, agreement, combination or pool exist, it is a violation of the statute. Again, the purpose of the bill was to exempt all violators from punishment by fine or imprisonment. This bill was effectually opposed for manifest reasons, and it failed of passage.

Particular attention was paid to senate bill 4596 concerning receipts and bills of lading issued by common carriers engaged in interstate commerce. This bill was introduced by Senator Elkins, and a similar bill was introduced in the house by Representative Hemburn. The bill apparently provided for the legislation which should legalize the conditions usually stipulated with respect to order shipments. This bill was opposed for the following reasons:

(a) The matter is entirely one of contract between the shipper and his assigns and the carrier.

(b) Being a civil matter, there ought to be no criminal statute on the subject, and a penalty for failure to enforce it.

(c) There are no reasons urged why the matter should receive legislation, as the contract takes care of itself.

(d) If the matter of bills of lading in interstate commerce is to receive legislation, it should be by a bill defining the rights of all parties, original and subsequent, and providing for a bill of lading uniform in all interstate trade, because in all likelihood it would require that any claim for loss or damage

arising under such bill of lading after passage of the act would be suable in United States courts.

(e) For the further reason that on lake or rail shipments while the goods are billed to Buffalo or other points, care of rail carrier, the bill of lading is held as collateral at ultimate destination. In this connection your commissioner has had correspondence and conferences with and at the request of Mr. Frank J. Firth, chairman uniform bill of lading committee, Philadelphia, Pa., and Mr. F. D. Howell, claim agent, Pennsylvania railroad, and also with several large shippers and with the banking interests.

Comparatively little attention has been paid to the dozen or more bills introduced in the house and senate during the present session for the amendment of the interstate commerce act, for the reason that it did not seem possible or probable (and subsequent history has verified the prediction) that any interstate commerce legislation would be enacted at the present session.

Some attention has been paid to the matter of so-called reciprocal demurrage and your commissioner has kept himself advised as far as possible on legislation, rules of railway commissions, suits and conferences of business men on this subject. It is one well worthy of consideration, particularly as the constitutionality of the most stringent existing reciprocal demurrage rules has been sustained by the Supreme court of the state of Virginia.

Your commissioner has been in frequent conference with the officials of the agricultural department and the department of commerce and labor, much to the benefit of both your Association and the government. The officials frequently desire to know changes that are taking place in the growth of agricultural products, method of shipment and methods of doing business.

Some attention was paid to the McCumber bill providing for the national inspection of grain. No hearings were asked for or held on this bill, for the reason that its proposer stated that he did not expect it to pass at the last session, and for the further reason that it had already received consideration at the hands of the commercial bodies of several cities. In this connection, it is interesting to note the speech made by Senator McCumber March 30 last, wherein he gives credit to your Association and similar organizations for opposing the passage of the act. His speech is replete with "I am informed," "I understand" and similar expressions. It seems to be largely as those of you who have read it will recall, an objection to the inspection at Minneapolis, Duluth and West Superior, of wheat grown in the Dakotas and Minnesota. Failing to have what the senator would consider honest inspection of these goods now under state management, he proposes to secure honesty of inspection and uniformity of grading under machinery to be furnished by the federal secretary of agriculture. The sophistry of his argument is plain and can be seen by one even slightly familiar with the business. That reforms may be needed in certain localities I am in no position to dispute, but when one attempts to revolutionize a system honored by decades, simply because it has its faults at certain places, and still further proposes to create a political machine with plenary powers, he certainly reaches the pinnacle of paternalism in government. The senator's speech would indicate that some of his own grain had not been graded as high as he thought it should, and if this is the reason for the proposed enactment of this statute it will need no comment from me. I am quite confident that the parties who are favoring this measure are not as conversant with the subject as they might be, and I believe it to be your duty at the proper time and place to present such facts in this connection as will forever silence demands of this character.

It was proposed that on Feb. 1 last, there should be adopted by all carriers in official classification territory a so-called "new uniform bill of lading" which should be more uniform in many respects than the one previously in use. The proposed bill of lading appeals strongly for some of its requirements and equally strong ought some of its requirements be opposed. It is provided for example, that they should be written either with ink or indelible pencil. It is proposed, however, to require that the shipper should sign the conditions limiting the common law liability of the carrier, thereby creating a special contract by which the shipper would be bound. It is possible that through the influence of your Association and kindred organizations, some changes will be made in the proposed bill of lading, for its adoption has been postponed until October next.

I can not use my report without expressing to you the necessity of having your interests carefully guarded at all times. Daily questions arise which affect the transporta-

in greater or less degree, and you must remember that nearly 70,000,000 tons of grain move yearly, and that you sell and forward it. It is your duty to favor or disapprove propositions which would be of advantage or disadvantage to you. It is also the duty of some one to notify the 150 commercial organizations of this country of matters which affect trade interests in general. By this means the commercial world is kept in touch with proposed changes and as well given an opportunity to advance by aiding or opposing, as the case may be, the commercial interests of this country.

Vice-President Snyder: The few words which I spoke in introducing Mr. Daish, and especially after the talk which he has given us, no further remarks are required.

Vice-President Snyder: The next number on the program is Report of the Grain Car Equipment Committee, by Mr. H. A. Foss of Chicago. Mr. Foss needs no further introduction. We all know him. (Applause.)

Mr. Foss read the following:

Report of the Car Equipment Committee.

Mr. President and Gentlemen:

The Car Equipment Committee, appointed in accordance with the resolutions passed by the Grain Dealers' National Association, October 8th, 1903, at its meeting in Minneapolis, respectfully submits to you, as its first report, the following:

The work of the committee involves, first, a careful examination of the present conditions of grain cars, with respect to safety in transporting grain; second, investigation to determine what is the best equipment for the inside of a grain car; and third, persistent efforts with the co-operation of railroad officials, to bring cars up to such an ideal standard.

For the sake of needed information, members of the committee at Chicago, visited the various yards and terminal unloading points there. By examination of the condition of grain cars, the committee found that a comparatively large percentage of the cars unloaded arrived at the elevators with the sheathings loose and bulging, thereby allowing grain to leak between the sheathings and the sills, a condition clearly warranting the ground taken by your committee that special attention should be paid to this matter by railroads and grain shippers. Again, the committee found leaks through grain doors, only less numerous than those between sheathings and sills, and found them often more serious in loss of grain. When car doors are opened, the defective grain doors are commonly found to be bulging; sometimes the entire door, sometimes a single board in the door, showing that the door was made too weak. The bulging condition, too, results not only in the loss of grain, but frequently, too, the loss of the door as well, for in general it may be stated that all grain doors which are heavily nailed or bulging, are mutilated at unloading points by the rough usage required to open such doors.

On the other hand, the problem of discovering the ideal interior equipment for grain cars is a very difficult one. Your committee handled it with some vigor and in this were ably assisted by the grain journals, which printed our requests for suggestions and models. The results, however, are disappointing, for although the committee has received many models of grain doors and one of duck cloth for car lining, yet there was little merit in the models received, except in a few minor points. Furthermore, the railroads are not agreed as to their policy in the use of a grain door, whether it shall be a permanent or temporary affair; nor are they entirely to blame for not providing expensive patent grain doors for the reason that the treatment afforded them at loading and unloading points frequently results in their being good for only one trip. These grain doors, although provided with mechanism to secure them in place, are often nailed so firmly to the door post that it becomes necessary to chop them out, thus making it too expensive for the railroads to maintain them. No later than June 14th, the chairman of your committee saw an instance of this on a grain door belonging to I. C. car 45360 on its initial trip. This patent door was made with a supplemental door for the purpose of releasing the pressure of the grain so as to enable the unloader to open the door without mutilating it, and although it was equipped with mechanism to hold it in place, the shipper had fastened it to the door post with 20-penny spikes, necessitating the mutilation of a brand new door. It is on this account that many roads are discarding entirely the idea of the patent grain door and putting in its place the cheapest temporary door possible. The committee,

therefore, without being able to describe the methods by which the ideal standard shall be secured, must be content to state that standard as consisting of a grain box as firm and rigid as to stand the necessary jolting without leaking, and provided with doors so thick as not to bulge or break under pressure of the grain against them.

Knowing then how grain cars actually arrive at elevators, and how they ought to arrive, your committee has been in a position to do some effective work with the railroads, though the time for such activities has been reduced three months by the change of our annual meeting from October to June. The committee secured a meeting on April 11th last, with a committee from the General Superintendents' Association, representing the railroads, especially appointed to meet with us, and we were informed by them that on account of facts furnished by this committee, the members of their association had instructed their car inspectors to make a more rigid inspection with a view to weeding out of the grain service the faulty and decrepit cars and repairing and rehabilitating all cars that needed attention. As evidence of the general attitude of the railroads in regard to care of grain cars your committee submits the following extracts from letters sent to it from the General Superintendents' Association.

"Since receipt of your letter our grain carrying cars have been thoroughly inspected, and any defects found have been repaired before furnishing cars for loading. Have few if any complaints from shippers on account of condition of equipment. Do not think it practicable at this time to construct cars of steel for grain shipments or with continuous steel linings."

"Are doing everything possible to keep grain cars in proper condition, but not going into any particular or specified movement along the line different from the regular one."

"Original letter was turned over to the Superintendent of Motive Power, and instructions were sent to all inspectors to keep close watch to avoid leakage of grain. Agents have also been instructed to select cars for grain loading. Beyond this no further action has been taken."

"We endeavor to supply equipment for handling grain which is suitable for that service and in case shippers take exceptions to cars that are placed for loading grain, we have them inspected and necessary repairs to the cars made."

"All our cars will be equipped hereafter with grain doors made of one-inch yellow pine, seven feet long, which should be strong enough to carry load and prevent leakages. All cars passing through shops are inspected and repairs to bodies and roofs made to insure their being in first-class condition for grain service."

"The matter was taken up vigorously and rigid instructions issued to make thorough inspection, and any defects found were remedied."

"Have gone to considerable expense to reinforce our steel underframed cars to prevent bulging, etc., and think we have effectually overcome the trouble. As to grain doors, are making test at present, and enclose blue print showing temporary doors, which calls for 1 1/2-inch stuff, 21 inches high and 6 feet 6 inches long, with reinforcing board of 1-inch stuff nailed across the top."

From the fact that the railroads have given such orders, the committee finds assurance that shippers will be benefited during this present season as a result of your resolutions. Nevertheless, no one appreciates more than do we the fact that the wasting of grain on account of leaky cars can be but partially prevented by such inspection as is mentioned above and the resulting repairs. A study of bad order records for grain cars shows that the normal efforts of the railroad companies by inspection and repairs, still leaves an abnormally large number of leaky cars arriving at terminal points. The conclusion, therefore, must be that the construction is faulty. Our purpose is to prevent loss of grain in transit, and as one step in the direction of devising methods by which to make the present car a safe carrier, your committee decided to make a proposition to co-operate with the committee from the General Superintendents' Association. In experiments on the value of steel linings in cars already built and now in service, as stated in the following letter to R. H. Aishton, Chairman, Chicago:

"Since the appointment of this committee at the Grain Dealers' National Association meeting last October, the members here have made personal examinations of cars in several yards at terminals to determine what improvements could be suggested in doors and equipment generally, and we believe that the conscientious co-operation by the railroad companies with this association, will accomplish much to improve cars and car doors and make the problem of transportation a much more satisfactory proposition, not only to the railroads themselves, but also to the shippers of the property.

"In the construction of freight cars, it

would seem that their value as grain carriers had been overlooked; therefore, we believe, in planning new cars, that more thought should be given to this end. It is our belief that if the builders of cars were to make an inspection of the grain yards and see the conditions there, that they would construct a car entirely different to that now in the service.

"Of course, it is not to be expected that the railroads will retire all the old cars from commission, even if an adequate car were invented; therefore, in order that the present shipper may reap some of the benefits of improved conditions, my committee feels that the railroads should do all in their power to make the cars now in use as safe as the conditions will possibly allow.

"Our investigation prompts us to suggest that a steel lining in many of the cars that would otherwise be now useless, would eliminate practically all loss in transit, excepting such as come from defective grain doors and leaks at grain doors. To demonstrate the efficiency of such a lining, this committee, in behalf of the Grain Dealers' National Association, are ready and willing to stand half the expense of equipping a sufficient number of cars to prove its utility and effectiveness. Such cars to be used between Chicago and such shipping points as have first-class weighing facilities, carrying grain to Chicago and returning with other freight.

"Respectfully yours,

"H. A. FOSS, Chairman."

After consideration of this proposition, the committee from the Superintendents' Association asked that we take the matter up with the Master Car Builders at their June meeting at Saratoga, as the superintendents felt that the experiment in steel linings did not come within the scope of their jurisdiction. This your committee found, for several reasons, could not be done, but has formulated plans for future action, which it considers more advisable to follow.

In laboring with the railroad companies, your committee has found a further field of possible usefulness, which, at first thought, does not seem to belong to the matter of car equipment. It is to be remembered, however, that our purpose is to secure cars suitably equipped for the transportation of grain, under which head the following discussion will prove entirely germane.

Grain leakage is directly affected by the car supply; it is only when the operating department is pinched for cars that it orders out all the old veterans and ancient wrecks which had been practically retired from the grain service, and in the demand for cars at such times, the need of repairs is apparently a secondary consideration. During a car famine, the belief is general that an insufficient number of cars is the sole cause when, as a matter of fact, there are times (either through the lack of power or good management) when some roads are unable to handle the cars they have. In any case, the result is the same to the shipper. If a car famine be due to lack of motive power, perhaps nothing can be done but exercise great patience; but if it is due merely to mismanagement, there is opportunity for the work of an evangelist. That the shortage of cars is often due, either to the lack of motive power or mismanagement, rather than an insufficient car supply—I quote you the following extract from a railroad man, whom the chairman of your committee knows and had a successful record of making the most of what he had to do with.

"As a general proposition, railroads have had sufficient equipment to accommodate all business offered and cars were handled promptly; in other words, the principal cause of apparent shortage of equipment is due largely to cars being delayed by reason of shortage of motive power and lack of facilities; to illustrate to you more clearly will say that a railroad has recently come under by observation which, up to within the last year or two, when the present administration took charge, was badly congested each year, particularly during the period of heavy business, and there were many delays to freight on account of apparent shortage of equipment, also on account of congestion of traffic, which naturally resulted in many complaints. There has been no increase in equipment, and notwithstanding the fact that during the past year business on that railway was unprecedented (for several months showing an increase of 25 to 50 per cent. on some of the heaviest divisions) there was no congestion and there were plenty of cars to take care of the business.

"Sometimes, as you have no doubt observed, congestions or blockades occur on railroads by reason of facilities and motive power not being properly handled, or in other words, somebody's head gets blocked."

As to whether or not the increase in the grain car equipment has kept pace with the increase in mileage will say that according to the best information we can get from railroad men, it has considerably exceeded the increase in railroad mileage but the increase in the car equipment has not kept pace with

the increase in tonnage and is decidedly below the tonnage offered.

Respectfully submitted,

THE CAR EQUIPMENT COMMITTEE,

H. A. FOSS, Chairman.

President Grimes: You have heard the report of the Grain Car Equipment Committee. What will you do with it?

A. F. Brenner: I move that the report of the Committee be accepted and the thanks of this Ass'n be extended to this Committee for their very able effort.

President Grimes: There are a good many things that might be said on this subject. If you will pardon the chair, I will make a few remarks. Chicago deserves a vote of thanks for the work done by Mr. Foss. There has been more agitation on his part since I have been connected with the Grain Dealers Nat'l Ass'n, than by anyone else connected with the trade in this matter of car equipment. Mr. Foss has worked daily to benefit the grain car equipment so that the grain shippers of this country can get cars to handle their grain. He being Weighmaster of Chicago is familiar with the situation as he has explained. He has traveled all over this country and used every possible effort to get others interested in order to accomplish his end and I believe I can safely say and without fear of contradiction that he has done more towards benefitting you in this respect than anyone, or even any hundred members put together. I think he deserves the commendation of every member of this Ass'n.

The Transportation Committee will meet in Room 241.

Mr. Grimes then read a letter received from Sec'y Glenn of the Illinois Shippers Ass'n, requesting that the Nat'l Ass'n appoint delegates to the meeting of representatives of various shippers' associations in Chicago June 28, to consider the adoption of a uniform bill of lading by the railroads, and said: I have appointed on that committee Mr. I. P. Rumsey, J. B. Daish and W. N. Eckhardt. These gentlemen were appointed, two of them because they were located in Chicago and would save traveling expenses to the Ass'n, and because they were the best possible qualified to serve on that committee, and Mr. Daish being the General Counsel of the Ass'n, I desire to have the convention ratify this appointment if they will.

Mr. King: A very determined effort is being made to adopt this uniform bill of lading and unless the shippers are represented there I think it will be very one-sided and I move that the committee be endorsed by the convention.

The motion was seconded and carried.

J. W. McCord made the following report for the Committee on Credentials: Acting under instructions from the Ass'n, through a special committee as to the number of votes entitled to be cast by each affiliated ass'n, we, your committee beg leave to amend their first report as follows; subject to verification from the records of the Sec'y of the Nat'l Ass'n: Ohio 292 votes, 15 delegates; Indiana 281 votes, 15 delegates; Illinois 621 votes, 32 delegates; Kansas 255 votes, 13 delegates; Wisconsin 60 votes, 3 delegates; N. D. 30 votes, 2 delegates; Texas 136 votes, 7 delegates; Michigan 51 votes, 3 delegates; Iowa 413 votes, 21 delegates; Grain Dealers Union of S. W. Iowa and N. W. Mo., 160 votes and 8 delegates; So. Minn. and S. D. Ass'n 236 votes, 12 delegates; Okla. and Indian Territories 150 votes, 8 delegates; Buffalo 23 votes, 2 delegates; New England Ass'n 148 votes, 8 delegates. Total, 2,856 votes, 149 delegates.

Upon motion the report of the committee was adopted.

President Grimes: Immediately after Mr. Burk's report we will invite the gentlemen from the different cities who want the association to meet there next year to talk to us, giving us the advantages or disadvantages of their respective cities for taking care of the meeting. I also want to say that we will take up the matter of time and place for holding the next annual meeting, so that there will not be any chance for future dispute as to the time and place of holding the annual meeting.

Mr. Rumsey: If you will permit me at this time, I would like to move that the committee of three just appointed by the chair be made up of five instead of three and the two added shall be our President, Mr. Grimes, and Mr. Lockwood of Des Moines, Ia.

Mr. Hubbard seconded the motion, which was carried.

Chairman Burks of the Trade Rules Committee read the following report of that committee and recommended its adoption, together with the recommendations of the committee:

Trade Rules.

Your committee in presenting this report appreciates the fact that the Trade Rules should embody the prevailing customs of the trade, and in preparing new rules and in modifying those already adopted have kept this idea in mind. It has not been our purpose to adopt unnecessary rules but to add only those germane to the trade.

It has been our experience and observation that the majority of cases submitted to this committee as well as to the Arbitration Committee, have arisen through ignorance or non-observance of these Trade Rules, and we believe that a wider dissemination and closer observance of these rules by the trade at large will prevent many complications and causes of differences.

We recommend that the Secretary have these rules published in convenient form, and that a copy be sent to each member of this and affiliated associations as well. We further recommend that these Trade Rules be adopted by each and every affiliated association, and would recommend that the Secretary of this Association take up the matter of such adoption with secretaries of affiliated associations as well as with similar associations not yet affiliated.

We further recommend that our sister committee, that of arbitration, base their decisions as closely as possible upon these rules.

Referring to Mr. G. A. Wells's favor of June 6th, reading as follows:

"In my work as chairman of the Advisory Committee of the National Association, I find that the commission houses and buyers in terminal markets do not always send weight certificates and condition of car reports to the shipper when rendering account sales or statement of settlement. I suppose you are aware of the fact that the Advisory Committee have been doing considerable work during the past year in encouraging the establishment of Board of Trade supervision of weights at terminal markets, and that such supervision of weights systematically make record of physical condition of cars and seal records of all cars weighed by them that such report accompany the weight certificate. In fact, at St. Louis the form of the condition of car reports is made on the back of the weight certificate.

"Commission houses and terminal dealers in certain markets have a habit of forwarding cars to local destination points and making returns on the weights rendered them by the local parties where weights have no standing or authority whatever, and it is these weights that are so frequently short with shippers, and shippers are protesting against allowing shipments going to these destination points, but in face of these protests the commission houses, desiring to take care of their customers, allow the cars to go forward and intentionally neglect to send the shipper any weight certificate whatever with the account sales. It would seem to me that it is nothing more than right that a shipper should have a statement of weights and that will show positively where the grain was weighed, and whether by an official weigher or under the supervision of a Board of Trade, or by some local party. It would seem to me that a trade rule should be made to require bidders and receivers to send to the shippers with returns of sales weight certificates and report on the condition of each car sold by them.

"Another thing that I find is being done by commission houses is that there are firms in certain markets who have local customers,

particularly millers, who place with them orders for wheat. These commission houses sell the wheat on their own account to the millers and purchase the wheat consigned to themselves. There are certain houses that do this, and there are other houses that will not do it, and it is certainly very plain that a commission house cannot sell grain to itself and establish the market value on that grain. In other words, I do not believe that it is right for a commission house to purchase grain that has been consigned to itself in order to supply trade that they are selling to direct. In fact, there are commission houses who do not properly draw the lines between a legitimate commission business and their own private purchases and sales. And this I believe is absolutely necessary if the shipper is always to have the proper treatment in a terminal market. I offer this suggestion as suitable for a trade rule.

"Another point that I find is that commission houses have a habit of bunching sales of cars. For instance, they will have on the table samples of ten cars of oats varying in quality. A bidder comes along and makes an offer on the whole bunch at one price per bushel, and thus the sale is made, and when it comes to settlement with the different shippers of these ten cars, the commission house, if he does justly by the shippers, must necessarily use his own judgment in fixing prices. I would be glad to have you give this proposition some consideration."

Beg leave to refer the gentleman to Rule No. 22, which we have recommended being adopted.

Referring to the second paragraph of this communication concerning the manner in which commission houses handle grain which is consigned to them, and also to the third paragraph calling attention to their methods of bunching cars in sale, beg leave to advise that your committee feels that these are matters over which your Trade Rules Committee has no authority and should be referred to the various exchanges whose members practice such methods of handling consignments.

We, your Committee on Trade Rules, beg leave to report that we have had presented for our consideration the following questions, and in turn passed upon each case as follows:

Question submitted by the H. L. Halliday Milling Co., of Cairo, Ill.:

"Beg to advise that your rules as now printed stipulates under one head that the seller shall give due notice of failure to fill contract and ask for disposition. Under another head you have a rule which stipulates that the buyer shall notify seller to the same effect as the above rule cited. In other words, the rules, as we interpret them, place the same obligation on both parties, and we believe should any controversy arise over same that it will be found that both parties are relieved of the obligation and your rules are null and void."

Opinion of Trade Rules Committee:

"Referring to your favor with reference to Trade Rules beg leave to state that it is the opinion of the majority of your Trade Rules Committee, that Rule No. 4 does not make Rule No. 20 null and void. That Rule No. 4 makes it incumbent upon the seller of grain to advise the purchaser of the probable deficit, so that the purchaser can either extend time or protect himself by purchasing in the open market as his contracts may demand. If the shipper does not comply with this rule it is simply an omission of a duty and if it works a hardship on the receiver he should be accountable for same.

"On the other hand, Rule No. 20 provides that it shall be the duty of the purchaser of the grain whether he will extend the time of shipment, or buy in for the seller's account the unfilled portion, and that failing to so advise it will be understood by both parties that the time has been extended five days, and it would follow that the same rule would apply at the expiration of each succeeding five days until the contract had been filled or cancelled. Your committee does not feel that either rule makes the other null and void.

Question submitted by Mr. Geo. A. Wells, Des Moines, Ia.:

"Has a track bidder the right to apply off grade grain without consulting the shipper?"

Opinion of Trade Rules Committee:

"Referring to your inquiry as to whether track bidders have the right to apply off grade grain without consulting the shipper, beg leave to advise it is the opinion of the majority of your Trade Rules Committee that receivers should notify sellers upon the arrival of cars off grading and give them the discount at which they could accept this grain on contract. Should the card bid, however, specify the discount that should apply on such low grades it would not be necessary, however, for the receiver to give such notice. In case the shipper does not feel like accepting the discount mentioned it will then be optional with the receiver whether he applies another car in its stead, unless, however, the contract time be not up, in which case the shipper would have the privilege of refilling the sale."

The following was submitted by M. G. Rankin & Co., of Milwaukee, Wis.:

"A shipment is not made on contract time. When it is finally made the invoice is sent to the buyer. He advises by mail that he will not accept the shipment. Has the buyer the right to cancel an order after the shipment has been made? If he has the right to cancel an order upon receipt of the invoice, has he the right to wait a week or ten days and then cancel? This information will be of considerable value to us and we trust you will be able to furnish it."

Opinion of Trade Rules Committee:

"Referring to your favor of March 11th, 1904. The chairman of the Trade Rules Committee begs leave to call your special attention to Rule No. 4, page 89, in the Blue Book of the grain trade, a copy of which you should have in hand, wherein it is provided that when a seller finds that he will not be able to fill a sale within contract time, it shall be his duty to advise the purchaser by mail, wire or phone, etc. The seller in this case seems to have overlooked this rule. However, by referring to Rule No. 20 you will note it is incumbent on the purchaser to cancel the sale of grain and feed stuff by wire the day contract expires in case he cannot accept same if shipped after contract time. This rule further provides: 'Failure to so advise it will be understood by both parties that the time is extended five days.' It can be but understood that the same rule should follow each five days until the sale has either been filled or cancelled. So that a receiver should receive and apply grain or mill feed on contract at original price, if as to grade, if he has not protected himself by cancelling contract as provided in Rule No. 20. The Committee on Trade Rules concur in this opinion."

We beg leave to advise that while the various members of this committee have been located in different parts of the grain belt, that each of these questions have been submitted by the chairman to the various members by mail, and their replies being returned to the chairman, and he making a report which has in turn been mailed to the firm submitting question. We regret, however, that there has been no provision for publishing the reports of this committee, and earnestly recommend that your directory provide some means for keeping the members of the Association advised of the action of your Trade Rules Committee during the coming year.

We beg leave to recommend the adoption of the following rule:

No. 22. It shall be the duty of track buyers, receivers and millers and consumers of grain in terminal markets to furnish sellers of grain sold on track, basis destination weights and grades, certificates of grades of the market for which the grain was sold, also sworn certificates of weights, showing the market in which such grain was weighed and in whose mill, elevator or warehouse such weights were obtained; also the name of the weigher, and under whose supervision he is operating with the return of account sales for each and every car, making note of any leaks which may be apparent when and where the grain is unloaded.

Rule No. 23. When grain is sold by receivers and distributors located in terminal tier, it shall be understood and agreed that the public weights and grades of the market from which grain is shipped shall govern unless otherwise specified.

Rule No. 24. It is understood that sales made out of any market for any specified number of days shipment shall be filed by shipments from the point from which sold, unless otherwise specified and understood when sale is made.

W. S. WASHER,
CHAS. D. JONES,
F. O. PADDOCK,
C. A. BURKS, Chairman.

Rule No. 25. It shall be the duty of receivers, distributors and track buyers of grain sold on regular market terms to either apply off grade grain upon arrival at ruling market difference, or in case same cannot be so applied shipper shall be notified by wire that same is to be handled for shipper's account. It shall be the duty of shippers receiving such advice to wire disposition promptly. Off grade grain sold for shipper's account shall not be construed to apply on contract.

President Grimes: You have heard the report of the committee and I want to call your attention to the fact that it merits careful consideration before its adoption, as after they are adopted by this convention they will have to be abided by, so it is a very important matter that the rules be first-class in every respect.

Mr. King: I have no doubt that these rules are proper and ought to be adopted, but I would suggest that they be read one by one, that the members may consider

them more carefully. Once adopted they will govern the business of all grain dealers:

Mr. Hubbard: There is one matter which I, as a country shipper, do not think has been well covered in these rules. They seem to leave the matter of cancellation or abiding by the contract entirely in the hands of the purchaser. It has occurred to me that this looks a good deal like the handle on the jug. I move that the rule designated as Rule 20 be amended as follows: That the seller of any cash grain shall have the right at the expiration of any time of shipment to authorize and compel the buyer to buy in any portion of said unfilled sale upon date of expiration of the shipment.

After prolonged discussion the Report of the Trade Rules Committee was adopted, with the exception of Rule 20, which was, upon motion of Mr. Lockwood, seconded by Capt. I. P. Rumsey, referred back to the committee for further consideration.

J. L. McCaull: I would like to offer a suggestion that the recognized certificate of any terminal market be accepted. You make certain restrictions there. It is absolutely impossible for us in Minneapolis to furnish any certificate other than that supplied by the State Weighing Department. I would, therefore, think that whatever certificate is furnished by the recognized terminal markets should be accepted.

The President: The rule has been adopted by the convention. You can later on bring that up as a special rule, but I shall have to rule that this has already been adopted.

Mr. Burks: There is not anything in that rule that will interfere with any regular certificate.

The President: Gentlemen, the next regular part of the convention, on the program, is the report of the Committee on Constitution and By-Laws. Mr. King says it will take 20 minutes to get through with that and he prefers to have it read after luncheon, and if it is the will of the convention, or rather, if there is no objection, I will declare the convention adjourned until 1:30.

Thursday Afternoon.

The Thursday afternoon session was and interior markets, by wire, 'phone or let-asked for the report of the Committee on Constitution and By-Laws, which was read by Mr. King, chairman of that committee, as follows:

Report of Committee on Constitution and By-Laws.

At a directors' meeting in December, 1903, it was decided that some alterations ought to be made in the constitution and by-laws of this Association, and at that time a committee of three was created for the purpose of formulating such amendments as might seem to them to be advisable.

The committee was directed to report its conclusions for the consideration of the directors, and certain alterations and amendments were reported by the committee as advisable to be made. The report of the committee was adopted by the board of directors.

The constitution and by-laws, as amended, have been in force and effect from the date of the adoption thereof by the directors. Section 9 of Article VI of the constitution provides that: "This constitution may be altered or amended by a two-thirds vote of the members present at any annual meeting or by a two-thirds vote of the members of the board of directors, subject to an affirmative vote of two-thirds of the voting power present at the next annual meeting of the Association. Alterations or amendments made by the board of directors shall take effect at such time as they may designate and be in

full force until approved or rejected by the members at the annual meeting, as hereinbefore provided. Notices of any alteration or amendments made by the board of directors shall be mailed to each state, district or local association secretary and to each regular member at least thirty days prior to the annual meetings."

Copies of the constitution and by-laws, as amended, were mailed to the members as provided should be done.

To comply with the provision of the constitution in that regard, it is necessary that the members present at this meeting shall consider the changes made, and take such action thereon as they may deem proper.

The report of the amendments adopted by the directors is made at this time for the purpose of presenting the matter to you for your consideration.

While it is presumed that each member has carefully read the copy received, the committee is of the opinion that it will be in order to now read the sections which were altered or amended, but will not occupy your time in reading those sections in which no change was made.

The principal changes are in Article II, Memberships, and in Article V, Committees. The reasons for the changes in the several sections of Article II, relating to Memberships are to make the meaning more clear and better define memberships, as between the National and affiliated associations.

There was no provision in the constitution in relation to the duties of any of the standing committees.

Sections 4, 5, 6 and 7 were added to Article V, defining the duties of the executive committee, the committee on arbitration and the advisory committee.

The amendments and additions to the constitution, adopted by the directors, make the several sections changed to read as follows:

ARTICLE II—MEMBERSHIP.

SECTION 1. There shall be two kinds of members, regular and affiliated. The regular members shall be those who are actually members of this Association without reference to their membership in any other organization; the affiliated members shall be those who obtain membership herein by reason of their membership in an association affiliated with this Association.

SEC. 2. Any person, firm or corporation operating a grain elevator and engaging in the buying and selling of grain continuously in unorganized territory may be admitted to regular membership in this Association. But upon the organization of an association in that territory, such member shall be transferred to the local organization and thereafter shall be an affiliated member.

SEC. 3. Regular grain receivers, brokers and track buyers, who do not buy grain from grain scalpers, irregular grain dealers, transient grain buyers, nor scoop shovel men may be admitted to regular membership on payment of the regular fees. Regular members of this Association shall be honorary members of the affiliated associations, with the privilege to attend the meetings thereof, but such honorary membership shall not carry with it the right to vote or take part in any of the proceedings in the meetings of any affiliated association.

SEC. 4. Each grain shipper who is a member of an association affiliated with this Association shall be an affiliated member of this organization, but receivers, track buyers, brokers, or others who are eligible to regular membership in this Association shall not be entitled to any of the rights or privileges of regular membership in this Association, because of such affiliated membership herewith. However, any person, firm or corporation, by virtue of being elected to membership in any state, district, or local association which is affiliated with this organization, will become an affiliated member of this association.

SEC. 5. Any person, firm or corporation, to become a member of this Association, must receive a three-fourths vote of the whole board of directors. All members shall subscribe to this constitution and by-laws.

SEC. 6. Regular grain receivers, brokers or track buyers who also operate one or more elevators at country stations, and are qualified to become regular members hereof, as provided in Section 3, may be admitted to regular membership in this Association, and also to regular membership in an affiliated association, but they shall in such case be required to pay the regular admission fee and the regular dues to each association in order to be a regular member of both. Such person, firm or corporation so engaged in business as to make him or them eligible to regular membership in both this and an affiliated association, as herein provided, shall not acquire regular membership in either association because of having been admitted to the other.

ARTICLE III—OFFICERS.

SECTION 5. The election of officers shall be held at each annual meeting and they shall hold office for the term, until the next annual meeting, or until their successors have been duly elected and have qualified.

ARTICLE V—COMMITTEES.

SECTION 4. It shall be the duty of the executive committee to direct the work and business of the Association, between meetings of the board of directors, to advise the secretary as to the methods of carrying out the policy of the Association as outlined at the regular meetings or by the board of directors, and all matters wherein counsel may be desired or probably beneficial, shall be referred by the secretary to this committee.

SEC. 5. It shall be the duty of the committee on arbitration to consider and determine all cases referred to them and to render such decision thereon as shall in their judgment be just and equitable between the parties interested, and in accordance with the rules adopted by this Association.

SEC. 6. It shall be the duty of the advisory committee to make such investigations of the conditions at terminal markets as may seem to them to be practicable to do, and when in the opinion of the committee, exigencies of the case require it, the influence of the National Association and of the affiliated associations may be used to improve objectionable conditions or to correct abuses in any terminal market for the purpose of justly benefiting either the receivers in, or the patrons of such terminal market. The National and state associations, each being represented by its secretary on this committee, a member of any association having a complaint to make with reference to any matter within the province of this committee shall file such complaint with the secretary of his particular association. When such complaint is received by any secretary he shall file it with the chairman for consideration by the committee. The chairman shall have authority to call meetings of the committee.

SEC. 7. All committees shall be subject to the direction of the board of directors.

ARTICLE VI—LOCAL ASSOCIATIONS.

SECTION 5. Any regular member of this Association is entitled to attend all meetings of this association, and may cast one vote.

SEC. 7. All application for regular membership coming from any territory under the jurisdiction of a state, district or local association affiliated with this association shall be referred to such association, unless such applicant is eligible to regular membership herein, as provided in Section 3 of Article II, then in that case he may be admitted to regular membership herein.

Of the By-Laws, Section 1 of Article I was changed to read:

ARTICLE I—MEETING.

SECTION 1. There shall be one regular meeting of this Association in each year, the time and place of which meeting shall be determined by the Board of Directors.

Article 2, expenses of officers, before amended, was very ambiguous, in fact conflicting and contradictory, and was changed with a view to such construction as could not be misunderstood.

As amended it is as follows:

ARTICLE II—EXPENSES OF OFFICERS.

SECTION 1. This Association shall pay the traveling and hotel expenses of the President, Vice-President, Secretary-Treasurer and the Director at Large to all meetings of the Association, also to such meetings of the Board of Directors or of any committee as it may be their duty to attend. This Association shall also pay the traveling and hotel expenses of the members of the Executive Committee to all meetings of that committee and the per diem traveling and hotel expenses of the arbitration committee as provided in the arbitration rules, and the traveling and hotel expenses of the Directors to all special meetings of the Board of Directors.

Each state, local and district association shall pay all traveling and hotel expenses of its director and delegate to the annual meeting of the National Association and shall also pay the expenses of its member of the Advisory Committee.

The National Association shall pay the traveling and hotel expenses of the members of any special committee it may create not herein specified.

ARTICLE IV—FEES AND DUES.

SEC. 2. Applications for membership by a state district or local association in this organization must be accompanied by a fee of \$1 for each regular member thereof. If the application is not accepted, the fees shall be returned to the proper official.

Upon motion the report was adopted.

The Sec'y read a legal opinion defining Responsibility of the Railroads on Shipments of Grain Delayed in Transit.

The President: Before the matter of this report was taken up, it was done so by the directors upon request of a great many shippers who had lost freight, and it was resolved by the directors to get a legal opinion that, if possible, we could abide by. I cannot say as to the result. What shall be done.

Mr. McCaull: I move that the report be submitted to the Committee on Transportation for their consideration.

The President: You have heard the motion, that the report be submitted to the Committee on Transportation.

Mr. McCaull: The incoming committee?

The President: Yes, it would be the incoming committee.

Motion was duly seconded and carried.

Mr. McClelland: The opinion just read is one very important to the trade and I would, if this report be accepted, that it be printed and distributed among all the members of this Ass'n.

The President: I believe that is the intention they desire to hold the next annual called to order by President Grimes, who

The Secretary: Mr. McClelland, for your information, I will say these decisions have been printed and furnished to every member of the Nat'l Ass'n, and also to the members of each affiliated ass'n, and are now in their hands.

The President: Through the courtesy of the Western Union Telegraph Company, I have a telegram here, the gist of which is that Roosevelt is nominated for President (Great applause); that Fairbanks of Indiana is nominated for Vice-President. (Applause.)

The President: That was very unexpected, I suppose.

A voice: How about that slate?

The President: We have a worse one here. (Laughter.)

The President: The next will be a Report of the Delegates to the National Board of Trade, by Mr. John W. Snyder. I take great pleasure, gentlemen, in introducing to you Mr. John W. Snyder, Vice-President of the Ass'n.

Mr. Snyder read the following:

Report of Committee Appointed to attend the National Board of Trade Meeting.

To the members of the Grain Dealers' National Ass'n:

GENTLEMEN: The thirty-fourth annual meeting of the National Board of Trade was held in Washington, D. C., January 19, 20 and 21, 1904.

Your Association was represented by two delegates—Mr. H. S. Grimes, President, and John W. Snyder.

In the committee appointments the Grain Dealers' National Association received full recognition, and your delegates were appointed on several of the most important committees, among which were Inter-State Commerce Law, Opposition to Government Inspection of Grain, Committee on Nominations, also Transportation. The resolution regarding speedy transportation and reciprocal car service, was favorably reported by the committee, and after considerable discussion, the Board recommended the resolution by a vote of 36 ayes and 17 noes.

The resolutions on Enlarging the Powers of the Inter-State Commerce Commission, Transportation, and Opposition to National Inspection of Grain were referred to proper committees and came before the Board, embodied with similar resolutions from other organizations, and were favorably acted upon. There were majority and minority committee reports on National Inspection of Grain, but the majority report denouncing the attempt to abrogate Board inspection as in favor of political inspection, was passed by a decisive vote.

At the banquet, which was a new feature in the National Board of Trade, and which took place at the New Willard Hotel on the evening of the first day, were present many men prominent in financial, commercial and political life. Among those who delivered addresses were Secretary of Commerce and

Labor Geo. B. Cortelyou; Speaker of the House of Representatives Joseph G. Cannon; Senator Mark A. Hanna, and Governor of Minnesota S. R. Van Sant.

Senator Hanna's address read in a comprehensive and interesting manner upon those business problems most in the public mind, and his hopeful expressions regarding this country and its business interests were deeply impressive, although he attended the banquet contrary to the advice of his physicians, there was nothing in his appearance to indicate that what he then regarded as a slight indisposition, would so soon thereafter terminate in his death.

In consequence of a declination of Mr. Blanchard Randall to serve another term as President, Mr. J. J. Sullivan, of Cleveland, O., was elected to succeed him by Mr. William R. Tucker was again re-elected Secretary. In appreciation of the eminent services of Mr. Randall as President, a resolution was unanimously passed for the appointment of a committee, of which President H. S. Grimes was chairman, to present him with a suitable testimonial as a mark of the high esteem in which he is held. And later he was presented with a silver loving cup appropriately marked. The presentation took place on the floor of the Baltimore Chamber of Commerce, and Mr. Morris S. Wise, of New York, delivered the address in behalf of the National Board of Trade.

The appointment of Mr. John B. Daish as your counsel at Washington was of great benefit to this Association, also the National Board of Trade. It combined the efforts of the two organizations in behalf of legislation in which both were interested, thereby making the influence more effective by its concentration. The present administration of the National Board of Trade has not seen fit to appoint a commissioner at Washington, and it is believed by many that the failure to do so is unwise and a step backward.

The recognition shown the delegates of your association by their appointment on important committees is evidence of the influence of this body, and the active participation of your delegates in the proceedings of the National Board indicates that this organization can exert considerable force in shaping and directing the work of that body when properly represented.

Respectfully submitted,

H. S. GRIMES,
JNO. W. SNYDER.

Delegates.

The President: You have heard the Report of the Delegates, to the National Board of Trade. What shall be done?

Seconded and adopted.

The President: The unfinished business of this morning was that Rule No. 20 was referred back to the Trade Rules Committee with instructions to report further. I have here from the Trade Rules Committee (Reads):

"Your Trade Rules Committee recommends the leaving of Rule No. 20 as it now appears in the Blue Book."

The President: I presume it would be courtesy to refer it to the convention. What shall be done? If no objections, the report will be adopted.

(No objections made.)

The President: We have a great deal of business to transact here and if I seemingly rush matters, I do not want you to think I am arbitrary. I will give you plenty of opportunity in anything of importance to discuss it as long as you wish. The program of this afternoon contains, first, the Report of the Executive Committee of Interstate Commerce Convention on Progress of Legislation Giving Greater Effectiveness to Interstate Commerce Act, by Mr. E. P. Bacon of Milwaukee. (Applause.)

Mr. Bacon: Mr. President and Gentlemen: It was my intention to give you a few remarks extemporaneously upon this subject, but for the purpose of brevity and conciseness, I concluded to submit my remarks to writing and I am happy to say I shall occupy but a few minutes of your time. (Reads as follows):

Progress of Interstate Commerce Legislation.

Your Association at its last annual convention adopted resolutions petitioning Congress for the amendment of the Interstate

Commerce Act so as to confer such authority upon the Commission created by the Act as will give greater effectiveness to the Act, and also to make the rulings of the Commission immediately operative, so to continue until overruled or suspended by the courts. Your esteemed president has invited me to state to you the progress made towards securing such legislation and the prospects in relation to it.

The proposed legislation has been strenuously urged upon Congress during the past three sessions by the various commercial and manufacturing organizations of the country with increasing energy from year to year, but thus far without having secured the reporting of any bill, introduced for the purpose, to either branch of Congress. Exhaustive hearings were held during the last session of the 57th Congress before the Committees on Interstate Commerce of the respective Houses on bills to this effect then pending, which resulted in the reporting of a single section of what was known as the Elkins Bill, which was subsequently enacted into law and was approved February 19th, 1903, the purpose of which was the prevention of discrimination between individuals, which seems to have been effectual in the prevention of this form of discrimination.

The effort was vigorously renewed at the last session of Congress to secure the reporting of a bill introduced in both Houses at the instance of the Committee which I have the honor to represent, and known as the Quarles-Cooper Bill, for the purpose of preventing discrimination between localities or sections, and between different descriptions of traffic, and also to prevent the continuance of rates unreasonable in themselves; but owing to the opposition of the leading members of the Interstate Commerce Committees of the two Houses to any legislation further restricting the power of the carriers to make and enforce such rates as they see fit, it has thus far been impossible to secure action on the part of either Committee. A majority of the members of the House Committee, however, have individually declared themselves to be in favor of the enactment of such legislation, and it is believed that upon the re-assembling of Congress they will insist upon immediate action on the subject on the part of the Committee, in which case it is hoped that some bill comprising these provisions will be speedily reported and if so, the Committee is confident of its passage in the House by a large majority, and there is good reason for the expectation of its passage in the Senate.

While the immediate interests of shippers as such is limited to the prevention of discrimination in its various forms, and their being thereby protected against any undue advantage in favor of their competitors in their own localities and sections, the interest of the public at large extends to the question of the reasonableness of freight charges in themselves considered, and demands protection against the levying of charges at the pleasure of the carriers by means of effective governmental supervision. The country has been confronted during the past four years by continuous advances in rates of freight throughout the country, first by means of a general change in classification put into effect January 1, 1900, by which upwards of eight hundred different commodities were raised from a lower to a higher class and consequently subjected to higher rates of freight, the average increase resulting therefrom, as calculated by the Interstate Commerce Commission, having been 24 per cent. This has been followed by direct advances in rates on a number of important commodities of general use from time to time. In reply to a resolution of inquiry made by the Senate in March last as to the effect of the advances in rates of freight made during the preceding four years upon the revenues of the carriers, the Commission reported that the average rate per ton received by the carriers on traffic transported during the fiscal year ending June 30th, 1903, was 12½¢ per ton greater than the average rate per ton for the fiscal year 1899, and amounted to an increase in revenue of more than one hundred and fifty-five million dollars for the year over what it would have been at the average rate charged in the fiscal year 1899. The report shows an increase in tonnage for the year 1903, of 10 9-10 per cent., with an increase in revenue of 25 6-10 per cent. The increase in revenue for the last year arising from the advance in rates, as compared with the rates in force in 1899 in what is termed "official no criminal statute on the subject, and a pen-classification" territory, on a few important commodities, is stated in round numbers as follows: Hay, two and one-half million dollars, sugar one and one-half million dollars, iron and steel four million dollars, bituminous coal ten million dollars. The Commission states that this territory comprises about 65 per cent of the traffic of the

country. The report also states that advances in rates on lumber from points in southern territory to points on the Ohio river and north thereof were made in June, 1903, which, based upon the tonnage of the preceding year, would produce an increase in revenues of about six million dollars for the year. It also shows changes made in rates on grain and grain products between Chicago and New York during the preceding four years from which it appears that the rates in force during the calendar year 1903, were 2½ to 3c per 100 lbs. higher than during the preceding two years. Rates from other points in the country to all sea board points are based on rates in force from Chicago to New York. Upon the aggregate tonnage of grain and grain products of the previous years this increase in rates would amount to over eighteen million dollars in revenue for the year. That these advances in rates were wholly unnecessary, notwithstanding increased cost of supplies and labor, is shown from the fact that the net earnings of the railways of the country during the past four years have increased in equal ratio with the gross earnings. In addition to this, great economies in the cost of operation have been effected during that period, the benefit of which has inured wholly to the carriers. In view of this state of facts it is certainly incumbent upon the commercial men of the country to exert their influence to the utmost in the protection of the interest of that portion of the public from whom they derive their business, and upon whom they are dependent for their prosperity, against the increasing exactions of the railways, corporations of the country which are now wholly unchecked except by the natural law of "what the traffic will bear."

Mr. Bacon: The only means by which this legislation can be secured is by the individual labors of the citizens of the country who desire to see this brought about. By individuals seeing their Representatives in Congress, their Senators, and making known to them personally their desire that this legislation shall be secured, so I appeal to you as members of the Grain Dealers Nat'l Ass'n, each of you to use your individual influence with your Representatives in Congress and your State Senators. The members of Congress, I am sorry to say, are lined up with the large corporations, especially the railroads and there is a tendency to resist legislation restraining these interests. I want to say also that there are 235 commercial organizations working toward this end and cooperating in the interests of this legislation.

The President introduced Chairman J. L. McCaull, who made the following report for the Grain Improvement Committee:

Report of Committee on Grain Improvement.

Your committee on grain improvement, possessing a few ideas of its own—has purloined many from others—and pleads at the outset intense earnestness and unbounded enthusiasm, as excuses, should any be necessary, for the strenuous and "meat-ax manner" in which its subject may be handled.

There prevails in some localities a feeling that the average grain dealer measures each man and considers each locality purely from the standpoint of revenue; that he is narrow in his views and supremely selfish in his dealings with his fellowmen; that his stock of patriotism is so meager as to include only the first person.

While such an arraignment is too often justifiable, we contend that the average grain dealer is broadminded, is patriotic and reasonably liberal and generous.

He is in fact the "easy mark" at which are directed nearly every form of "hold up" known to the canvassing and soliciting fraternity.

Mostly out of generosity, but often through fear of loss of prestige he subscribes to every form of benefaction under the sun. His voluntary and involuntary subscriptions embrace the lazy pestiferous tramp and the stricken orphans and widows; the foreign missions and the agnostic organizations. A thousand worthy and ten thousand unworthy methods of depleting his bank account are practiced upon him with more or less success to the practitioners. He forwards by verbal and financial encouragement every laudable and many detestable movements. By dint of strict economy in personal expenditures he assists

in boosting along many important enterprises and aids in many developments that work for the general good. He willingly or otherwise pays tax-s that improve rivers and harbors—dig canals—erect splendid government buildings and carry on stupendous public enterprises all to the general good and the incidental profit of the politician.

He assists in educating the benighted Asiatics pretending to fear the "Yellow Peril." He helps to feed an indigent treacherous red skin and his numerous progeny. He helps to build libraries he may never enter, he subscribes to scientific developments that effect almost every line of business—save and excepting one, the grain business.

He has assisted in the development of many new enterprises—has been no small factor in the general improvement that has attended nearly all forms of production and commerce and at the same time continued to play back and forth in the narrow groove which was years ago hewn out by main strength to meet the then existing conditions.

While his dollars have contributed to the welfare of scores of enterprises and institutions, he has continued to look to the same old weedy, poorly tilled and deteriorating acres for his precarious income.

While subscribing to scientific research in distant fields (and occasionally in mining fields) he has witnessed with considerable alarm the decreasing grain yields and the increasing competition, he has "cussed" the slovenly farming and damned his new competitors, never dreaming that he might become an important factor in wresting from nature a double portion of desirable stores.

Economies in his business methods have been rigidly followed—expensive appliances have been adopted—freight rates have been vigorously contested—but the one great effort that can be put forth by every man in the trade with absolute assurance of profit to producer, merchant, manufacturer and consumer—has been too generally neglected.

This one movement that may be made universal is none other than the encouraging and promotion of all efforts toward grain improvement.

An incidental result will be the closer union of the farmer and the merchant and the obliteration of such remnants of animosity as may still obtain towards certain members of the trade.

No man is better qualified than is the grain merchant to remove the scales of prejudice from the eyes of the farmers and enable them to hold the great virtues and the intensely practical workings of the splendid agricultural colleges and experimental stations which all classes of citizens are willingly or unwillingly supporting.

The foregoing is based upon the assumption that the grain dealer is himself sufficiently wide awake to grasp the problem and appreciate its advantages. We regret to state that this wide-awake condition is not particularly manifested by the large number of persons engaged in our branch of business, but daily, monthly and yearly new recruits are being added to the ranks of converts and co-workers.

We of the middle west may appear to the uninitiated somewhat egotistical in thinking that we are the center of effort in the direction of grain improvement. We believe the results justify our pride, and if other sections of this great country can show equal or better work we are here to applaud and not to depreciate.

Your committee has had opportunity of observing more closely the good work accomplished in this direction in the states of Iowa and Minnesota. These states—and we doubt not many others—are extremely fortunate in having well established, generously endowed and magnificently managed agricultural colleges and experimental stations.

Your committee at the outset declares itself unhesitatingly, unqualifyingly and without mental reservation whatsoever in sympathy with and heartily endorsing the great work that these institutions, and those of their kind, are doing, and it is only justice to the Grain Dealers' Association in those states to say that these associations fully appreciate the good work referred to and are doing all in their power to encourage and forward it.

As before stated, your committee, being more familiar with the work of these states, will be pardoned, if pardon is necessary, for referring directly to them, not wishing for one moment to detract from what may have been accomplished in other localities.

The writer can testify from personal experience that less than twenty years ago, in what is to-day one of the greatest agricultural institutions in the world, the agricultural course, was almost discredited; the few individuals who, by reason of ability, persistence and combativeness continued in their pursuit of knowledge in this particular line and who to-day stand pre-eminently in the front ranks

of all those engaged in such research, could add to this testimony were it necessary.

As an evidence of greatly changed and improved conditions we cite the achievements of these same individuals who have adopted this line of investigation and promotion for their life work.

Within a decade these two institutions have developed from a very ordinary, if not to say sluggish state, into institutions intensely thorough in their research and unquestionably practical in their applications.

Time will not permit more than brief mention of the many laudable efforts being put forth along these practical lines.

In Iowa in addition to the general education in agriculture, there has been developed most wonderful results in stock breeding and particularly in plant breeding.

Competent and progressive men in charge of this work, not being satisfied with merely stuffing a student with facts undigested, and thrusting him with his sheep-skin upon a defenseless community, have made every detail of their instruction co-ordinate with practical application. Brains and blisters are there, daily associates. A graduate of to-day can boast of deeds along with diplomas.

Not satisfied with instructing the young, those in charge of the work conceived the very commendable idea of inviting the farmers themselves to what is known as a short course work in stock and grain judging. This school of instruction is held at the most favorable time for the farmers to attend, lasting for about two weeks, and sessions continue from eight in the morning until ten at night. Very practical lectures are given. The farmers themselves engage in the discussions and the grain judging. The outgrowth of these meetings was the organization of the Iowa Corn Growers' Association, covering all parts of the state, having strong local organizations, offering prizes for the best results in grain growing and grain judging. The attendance at the short course originally small, has increased until now over one thousand attend, and the limit of present facilities for caring for and instructing such a gathering has already been reached. By their attendance upon and their great interest manifested in the work of such a course the most practical and necessarily the most prudent men of our land stamp their approval upon it.

Passing beyond the state agricultural institutions, several of the counties have adopted the plan of converting their poor farms into experimental stations. And right at this juncture your committee desires to utter its most emphatic indorsement. It should require but a mere statement of such an innovation to arouse the enthusiasm of every good citizen.

The conception that has thus changed a field of bitterness, sorrow and reproach into one of interest, contentment and educational advancement must, to say the least, have been inspired by the Almighty.

The State Associations of Grain Dealers has augmented the work very materially by a general distribution of pertinent literature bearing directly upon grain improvement. Along with the general mails to the members of the Association, have been sent attractive circulars and pamphlets for distribution among the farmers by the grain dealers. Prizes have been offered by the Grain Dealers' Association; plans for distribution of desirable seeds have been carried out; local institutes organized and encouraged.

A most commendable work was instigated by the Grain Dealers' Association of Iowa in the running of special trains over various roads in the state carrying professors and others qualified to discuss intelligently the question of seed grains. The trains made frequent stops at previously arranged points where enthusiastic groups of farmers were given practical instruction in the selection of seeds and planting the same. The railroads of the state, realizing the benefit to be derived from such practical work, very liberally contributed the train and train service.

The Iowa State Association has taken no small part in the matter of legislation so far as it effects the agricultural and experimental interests of the state. They have declared themselves as unqualifiedly in favor of all rational expenditure in this direction. It has become a very prominent factor in state politics with but one end in view, namely, promotion of the general and not individual welfare. It has, in a large measure, overcome the prejudice of the press, and is particularly allied with the farm journals and other agricultural publications as their interests are undeniably one and the same.

Fifteen years ago the Minnesota Experiment Station began the improvement of wheat and other grain crops. Hundreds of varieties were secured from all wheat growing sections of the world. After a few years of trial none of these was found su-

perior to those already grown in the state, excepting possibly one variety of barley and one variety of wheat. The station's attention was then turned to improving the best varieties of wheat obtainable. Fife and blue stem wheat were almost universally grown; only a few varieties of oats made up the bulk of that crop, while six rowed Mansbury barley had nearly the exclusive field, and Russian (called common) flax, was the only variety of that crop in use. These varieties and the best obtainable stocks newly introduced were used as a basis from which to make new varieties by breeding. The best varieties of forage and root and fiber crops were also brought under a system of improvement. Methods of plant breeding have been gradually evolved, and the breeding of field crops is now carried on in the Minnesota Experiment Station with as much system, with as keen foresight of the needs for the products, and with as much care and patience as is exercised in our best manufacturing establishments. The best old or new varieties are the raw product, and from these are created by a system of selection, or by hybridizing followed by rigid selection, new products worth millions of dollars. Products already turned out are as follows: "Minn. No. 163" wheat, distributed in 1899, of which it is estimated over 300,000 acres are now growing; "Minn. No. 169" wheat, distributed in 1902, of which it is estimated 75,000 acres have been planted this spring; "Minn. No. 13" corn, distributed annually since 1897, of which it is estimated there is now growing over a quarter of a million acres. The station authorities have figures showing that these three pedigreed varieties are yielding at least a dollar per acre more than the common varieties they are displacing, adding to the value of the farmer's crops more than half a million dollars in 1904. Results already achieved and new varieties now in hand warrant the belief that from this breeding alone ten per cent. can be added to the value of the grain crops of the state. This modest percentage of increase would add ten millions of dollars annually to the income of our farms, transportation companies, dealers and manufacturers.

With modest appropriations for this work methods of breeding all the staple crops have been worked out; the pedigreed varieties above mentioned have been originated and widely distributed; thousands of other newly originated varieties are under trial; under the auspices of the Secretary of Agriculture co-operative relations have been inaugurated with the State Experiment Stations of North Dakota, South Dakota, Iowa and Wisconsin, and numerous young men have been trained, some of whom are employed in other state experimental stations doing similar work for their respective states. Thus has been started with government and state funds a unique and potent agency for building up agriculture and its dependent industries. The experiment station, the college of agriculture, the farmers' institutes, the agricultural press, the state fair and similar agencies are moving in another direction also to improve our grain crops. They are working out systems of farm management and crop rotation which provide that the field be prepared for the grain crop, both by the crop previously grown and by means of manures made from crops grown for live stock on a large part of the farm. It does not seem too much to hope that the better methods of farm management our wheat average can be run up from 14 to 20 bushels per acre and that by breeding it can be pushed on up to 25 bushels or within seven bushels of the average yield in England, where the use of winter wheats makes still larger yields possible. Other crops are being proportionately improved. These experiment stations have devised the methods and machinery for improving our crops. It is now left to the state and national legislatures to provide the money with which to do the work in quantity to meet the requirements. This Association should join with the various farmers' organizations in securing ample funds with which to secure lands, buildings, labor and other necessary expenses now inadequately supplied.

The Grain Dealers' Association in the states referred to are not alone in their interests in the work, as nearly all the railroads in that territory, particularly the C. & N. W., C. R. I. & P., C. B. & Q., C. M. & St. P. and the Iowa Falls & Northern have very cordially co-operated in several practical and substantial ways. Grain and stock, for the purpose of instruction, have been very frequently transported free of all charge, and many other instances might be enumerated of substantial encouragement, among their excursions at low rates from all points of the state to the agricultural colleges and experimental stations, enabling thousands of farmers to become intimately acquainted with work of which they previously possessed but a confused and limited comprehension. Small wonder that the railroads of the State of

Iowa should assume such a progressive attitude when they realize the substantial returns to them of a probable increase in the Iowa corn crop of 40 million bushels, the direct result of better methods of farming.

It is estimated that the damage to the oat crop of Iowa in the year 1903, by reason of inferior seed, resulting in a preponderance of smut—reached the enormous total of one and one-half million dollars.

In this connection we deem it proper to call attention to the fact that appearances of seed grain are often very deceptive and that in this respect like does not always produce like. There are pedigreed grains as well as pedigreed live stock and good breeding is as essential in the one case as in the other. It should be the policy of the grain dealers of this country to secure for the farmers from our experimental stations reliable pedigreed seeds. We believe that strenuous efforts should be made by the Grain Dealers' Association and by the national organization to prevail upon the leading seed houses of the country to handle pedigreed seeds and seeds adapted to the localities in which they will be used. It is a well known fact that yearly hundreds of thousands of bushels of attractive seeds are distributed throughout the country, at high prices, that are wholly unfitted for the requirements of the localities to which they are sent. The seed dealers of this country are not, in our opinion, responsible for this condition, for until comparatively recent years the breeding of seed grains was not seriously considered and farmers were attracted wholly by the appearances of seeds offered.

We believe that when the value of carefully selected seed grains becomes more generally understood and the demand for such becomes more universal, the great seed houses of the country will very rapidly and very willingly co-operate with the grain dealers in promoting the work.

It is greatly to be hoped that the local grain dealer wherever found will do all in his power to assist the farmers in securing desirable seed and will facilitate the work by proper cleaning appliances and will urge the necessary treatment for the extermination of smut and other infections.

We feel each state organization and local organization should invite leading men in experimental work to deliver frequent addresses to the farmers and that the attendance of farmers at grain dealers' meetings should be encouraged, to the end that a better understanding and greater harmony may prevail. Such measures will certainly eradicate the feeling that we are an institution living unto ourselves.

We strongly recommend that at each gathering of the National Association, a portion of the program shall consist of an address upon experimental work by some prominent and competent authority.

We believe that grain should be purchased with more regard to excellence than is at present manifested in many quarters. Where choice grains are grown better prices should prevail than for ordinary and inferior grains. We cite the common practice of bidding for "No. 3 corn or better" as one not calculated to encourage the raising of No. 2 corn. We believe that the grain buyers are as much or more in need of enlightenment on the question of qualities and values than the farmers themselves, and a proper discrimination by the grain dealers will be a wonderful incentive to better efforts on the part of the farmers.

We have said much in this report about the efficient work of our agricultural colleges and experimental stations. We believe that their usefulness can be enlarged by giving instructions in the proper judging of grain from an analytical standpoint, and that they should encourage research along this particular line with the hope that still greater discoveries may be made. These institutions should furnish opportunity for those who may contemplate handling grain, to become familiar with the merits of the different grains and be thereby able to judge upon its merits and not wholly upon appearances.

We strongly recommend that a grain judging contest be inaugurated in connection with the International Live Stock Exposition held in Chicago each year and that the grain dealers offer prizes in connection with such contests. We recommend that an executive committee of six, to have full charge of such grain judging contest in connection with the Live Stock Exposition to be held in Chicago in December, 1904, be appointed by the incoming President of the Grain Dealers' National Association. The exhibition of grain at that time should embrace all kinds and breeds of grain grown in the United States. The Secretaries of each state organization should comprise a committee for selecting the various samples of grain referred to. The Executive Committee should have power to select a suitable superintendent, whose duty it shall be not only to arrange for the dis-

play of grain and for the awarding of prizes, but also to distribute pertinent literature.

We recommend that the presidents of the various state associations shall constitute the Finance Committee who shall have charge of the finances of the proposed exhibition.

Your committee indorses the congressional appropriation for the World's Fair display at St. Louis, and heartily indorses the Department of Agriculture. We commend Secretary Wilson's earnest work and point particularly to the fact that he has caused to be raised in heretofore imported. That, as a result of not only has there been a great improvement in American live stock, American fruits and forestry, but also a very marked increase in the yields of grain.

We believe it the duty of every grain man to make consistent effort toward the promotion of all legislation that may favorably effect the state institutions to which we have referred and the National Department of Agriculture.

Each year adds to the manifestations of deep interest in this subject by business men and the press throughout the country. We contend that we who are so vitally interested should not for a moment become less interested than are those in other walks of life. Bankers, professional men and manufacturers of agricultural implements have demonstrated from time to time their great interest in this work, and it is therefore to be hoped that grain men may be equally progressive.

It is assumed that a large number of grain men will become aggressively active in promoting this work. It is to be hoped that those who cannot become aggressors, and we trust their numbers will be small, will, at least, be negative supporters of our efforts and adopt the following half dozen precepts:

1. Let us not lose sight of the fact that the limit of the producing area is soon to be reached—while increasing population and increasing competition are absolute certainties. We have therefore but one refuge, viz., wresting from Nature the limit of production per acre.
2. Let us not procrastinate lulling ourselves by the thought that the critical hour is yet far distant—dodging the problems of today—and we contend this is a problem of today—speaks cowardice.
3. Let us not overlook or under-estimate the fact that by cordial and substantial support of our agricultural colleges and experimental stations we produce the maximum results, with the minimum of effort. Centralized and competent forces surpass diversified and random efforts.
4. Let us not leave all the work to the educational institutions, do some thinking of our own. Talking and working will increase our own zeal and add converts to the ranks and dollars to our bank accounts.
5. Let us not confine association work to the narrow lines of producing instantaneous financial results.
6. Let us not stand in wide-eyed wonder and admiration of innovations, inventions and improvements in all other lines, while we grumble at, discourage and resist all efforts to establish in our own business some methods that may not boast of a birth previous to the Civil War.

Upon motion this report was adopted.

The President: Next is the Report of the Legislation Committee, Mr. Charles England of Baltimore, Chairman. Gentlemen, permit me to introduce to you Mr. Charles England of Baltimore, Chairman of the Legislation Committee, who will now read the report.

Mr. England read the following report:

Legislative Committee Report.

To the Members of the Grain Dealers' National Association:

GENTLEMEN: The scope of your committee's service has been confined to attention to such matters of legislation affecting the interests of your members as have been under consideration or process of enactment, none of which, however, was definitely determined during the comparatively short term of the committee, therefore this report can only refer to matters which at present remain undecided, but nevertheless are of sufficient importance to receive the careful consideration of this Association.

In this connection it may not be out of place here to ask your consideration of the fact that it seldom occurs that general legislation is originated and concluded within the official term of any legislative committee, therefore it is too frequent the case that proposed legislation, in which the Association has a vital interest, may not under your present system, receive proper consideration or may be entirely overlooked by reason of the complete change in the composition of your committee while such matters are under de-

liberation, or have not reached that stage which brings them prominently before the Association and the committee's attention thereby directed to them.

It is the opinion of your committee that this suggestion applies with equal force to all of your committees in their special lines, and we take the liberty to recommend the amendment of the By-Laws, providing when standing committees are hereafter appointed, that in addition to the designation of a chairman that a vice-chairman be also named, and it be further provided that in the following year the vice-chairman shall succeed to the chairmanship, the naming of the other members of the committee being left to the pleasure of the appointing power as heretofore. By the continued service of one member of the committee as vice-chairman, and subsequently as chairman, the committee will be kept informed of important matters which have not been concluded during each administration, and because the vice-chairman will be under increased responsibility the following year, he will enter into this business with more earnestness and thereby render greater assistance to the then chairman.

Perhaps the most important legislation affecting your interests is the proposed amendments to the Inter-State Commerce Act. Very little progress was made in advancing the several bills introduced in the United States Senate and House of Representatives at the recent session for the amendment of this act, and in fact it required a very strong effort by Chairman Bacon of the Executive Committee of the Inter-State Commerce Law Convention to secure any agreement to have hearings on these bills and what was accomplished in this direction was very largely the result of the exertion of Hon. John J. Esch, of Wisconsin, a member of the House Committee on Interstate and Foreign Commerce.

These bills will be taken up at the opening of the next session of Congress, and in the meantime there should be an earnest effort made by this Association, also by its members in their individual capacity, in behalf of the favorable consideration of this legislation. If every member of this organization was fully aware of the comparatively small attention generally given by representatives in Congress to their constituents' real interests, and the extent to which their time is devoted to constructing political machines, with themselves as the chief part, it would not be long before you would take up the discussion of these business problems at the place where the trust is confided in the representative and not where he is liable to be influenced by political and other cluckeries, and as is too often the case, where important business questions are played as dice in the game of personal or party advantage.

A bill was introduced in the Senate (4596) by Senator Elkins, and a similar bill (13468) was introduced in the House by Representative Hepburn, which measure apparently only required transportation lines to take up order bills of lading before delivery of the property. As this is a general custom, no legislation upon the subject appears necessary, and your commissioner at Washington submitted a brief to which he has referred in his report.

In this connection we call your attention to the uniform bill of lading which has been adopted by the transportation lines composing the Trunk Line Association, New England Association, Central Freight Association and the Association of Lake Lines, to go into effect not later than October 1st, 1904. A copy of the bill of lading is annexed and as its conditions do not appear to guarantee the rights of the owner of the property, it is recommended that it be referred to your commissioner for such action as he may consider advisable for protection of the interests of the members of this Association.

The bill introduced by Senator McCumber in the United States Senate, providing for government inspection of grain, has made little progress and still remains upon the Senate Calendar with little probability of becoming a law. Senator McCumber has delivered his speech upon this measure, which was full of sympathetic regard for the farmer, and denunciation of all other interests connected with the grain trade, although at the same time suggesting nothing for the real advancement of the agricultural interests, therefore his argument is open to the suspicion of being a special plea for popularity with his constituents rather than a work of labor in behalf of the general interests of his country or his state.

In this connection we refer to a meeting held in the rooms of the New York Produce Exchange, January 6th, 1904, at which were present representatives from eighteen cities, also several state organizations. This meeting passed strong resolutions against governmental interference with the inspection of grain, and the resolutions were forwarded to members of Congress and others. The resolutions passed by your convention at Minneapolis last October, opposing national inspection of grain were used by the committee appointed to draft resolutions, as the basis of their report, and which was adopted unanimously. While your Association was not officially represented at this meeting, two members of this committee, Geo. F. Reed, representing the Boston Chamber of Commerce, and Charles England, representing the Baltimore Chamber of Commerce, were present, and with James F. Parker, of the New York Produce Exchange, constituted the Committee on Resolutions.

The appointment of a commissioner at Washington to represent this Association and to watch legislation affecting your interests, relieves the Legislative Committee of some of its heretofore responsibilities. While this change is very beneficial to the Association, it by no means makes it less necessary for the committee to give all matters of legislation its attention, and by co-operation with the commissioner it can render him valuable assistance and the Association receive greater benefit thereby.

Respectfully submitted,
CHARLES ENGLAND,
JNO. B. DAISH,
DANIEL P. BYRNE,
Committee.

Mr. England: Mr. President, as stated in the report, we have annexed a copy of the uniform bill of lading and also the circular which has been sent out by the uniform bill of lading committee of which Mr. Frank J. Hirth is chairman. A motion has been made to-day on the appointment of a committee to take this matter up in Chicago. If the members would take up this bill of lading and examine it, I think they would be astonished to find the purport of it. The Secretary made a report, touching upon the liability of railroads in handling the property of people and seems to indicate that there is a redress at law, but if this bill of lading becomes operative on the first of October, as proposed, it will become a contract between the owner and the carrier of the property, which cannot be upset by legal action. In the first place the bill of lading is stamped "Not negotiable." It is required to be signed not only by the agent of the transportation lines, but by the shipper. The shipper becomes a party to the contract, not only for rate of freight, but also to all the conditions which are printed on the back of the bill of lading. There are eleven conditions, but there is not one in which any guarantee of the rights of the owner of the property is suggested. Every one of them prescribes some limit to the responsibility of the carrier, and I suggest, Mr. President, that it is a matter of great importance to this Association, and there is no work too earnest to apply to this matter. (Applause.)

The President: Gentlemen, you have the efforts of the Department of Agriculture, heard the report of the chairman of the Committee on Legislation. What shall be done?

Moved and seconded that it be adopted. Motion carried.

Mr. McCaull: I move you that the incoming Committee on Transportation have printed the address of Mr. Bacon and such salient features as they may select, from Mr. England's report, and distributed generally to the members of this Association and affiliated associations.

The motion being duly seconded, was carried.

The President: We will hear the report of the Committee on Resolutions, Mr. D. Hunter of Iowa, Chairman. I take pleasure, gentlemen, in introducing to you Mr. D. Hunter of Iowa.

Mr. Hunter: Mr. President and Gentlemen: Your chairman, Mr. I. P. Rumsey of Chicago is in rather pleasant business this afternoon; more so than he would be here, I think; he is attending a wedding and he has deputized me to offer you the resolutions. Reads:

Resolutions.

Death has been active in our midst since our last annual meeting, and we miss the following active members:

F. Krause, of F. Krause & Co., Milwaukee, died Oct. 25, 1903.

J. Parker Gale, of Gate Bros., Cincinnati, died Nov. 29, 1903.

Col. C. T. Prouty, Secretary Oklahoma Grain Dealers' Association, died Dec. 11, 1903.

Chas. T. Nash, of Nash-Wright Co., Chicago, died Dec. 30, 1903.

Dan B. Richardson, of Richardson & Co., Chicago, died Dec. 24, 1903.

Herman F. Yeager, of E. Seckel & Co., Chicago, died Feb. 23, 1904.

Chas. Counselman, of Chas. Counselman & Co., Chicago, died March 29, 1904.

Frank Baker, of Hall-Baker Grain Co., Kansas City, died June 10, 1904.

Resolved, By this Association, that we deeply regret their departure, and extend to their families our sincere sympathy, and that their names be inscribed on a page on the records of our Association.

UNIFORM INSPECTION OF GRAIN.

WHEREAS, A bill was introduced in the United States Senate at last session, providing for a system of grain inspection, the same to be under the direction and control of the Department of Agriculture, and

WHEREAS, At a convention of representatives from the grain trade organizations of the United States, held in New York on the 6th day of January, 1904, resolutions were adopted expressing in a very emphatic manner their opposition to any proposition whereby the grading of grain should be placed under the political branch of government; and this Association, at its last meeting, held at Minneapolis, having placed itself on record in opposition to the proposed legislation, it still believes that the grain trade organizations of the United States, under proper regulations, are fully able to take care of and protect the grain trade interests; and

WHEREAS, The Chief Grain Inspectors' National Association, endorsed by the Grain Dealers' National Association, have by resolution and otherwise formulated plans whereby the phraseology of the grades of grain shall be made more uniform at and between the several markets, it is

Resolved, That the Grain Dealers' National Association, in convention assembled at Milwaukee, Wisconsin, on this 23d day of June, 1904, endorses the action of the convention of grain trade organizations held in New York, and recommends to the several exchanges, boards of trade and warehouse commissions, controlling the inspection departments, the adoption of the rules that have been submitted to the trade by the committee appointed at the meeting noted; and further

Resolved, That it is the sense of this Association that the recommendations are the preliminary steps towards placing the grain inspection of this country on such a foundation that will be entirely acceptable to the producers of grain in this country as well as restore confidence with the foreign buyers of the surplus of our output.

CIVIL SERVICE.

WHEREAS, The business advantages of civil service methods are now generally recognized, and

WHEREAS, Its members are vitally concerned in correcting present abuses in grain inspection, and in extending the merit system to every state and Board of Trade Department,

Resolved, That the National Grain Dealers' Association endorse this system and urge its adoption in the inspection of grain, whether under state or Board of Trade control, and that the officers of the Association be instructed to influence in every legitimate way the various Boards of Trade of the country to adopt the system.

Resolved, That all men interested in grain or good government, be urged through members of this Association to attend primaries and work and vote for candidates for Congress who favor civil service reform.

Resolved, That a copy of these resolutions be sent to each member of Congress and governor of each state, and to every Board of Trade not located in a state where inspection is under state control.

INTERSTATE COMMERCE.

Resolved, That the National Grain Dealers' Association, in convention assembled at Milwaukee, Wis., on the 23d day of June, 1904, hereby reiterates the action taken at its last annual convention petitioning Congress to enact legislation to give greater effectiveness to the Interstate Commerce Act, investing the commission with authority to determine what change shall be made in a rate or practice found to be discriminative or unreasonable, and making such determination operative and obligatory upon the carriers concerned within thirty days after notice thereof, so to continue until overruled by the courts, and the Association does hereby renew its petition

and respectfully urges upon Congress the enactment of such legislation at its coming session.

Resolved, That it is the sense of this convention that the bill pending in the present Congress known as the Quarles-Cooper Bill, designated in the Senate as S 2439, and in the House as H. R. 6273, is calculated to remedy the defects of the present law, and we respectfully request Senators and Representatives from the states and districts represented in this convention to exert their influence to the utmost in every proper way to secure its speedy passage.

Resolved, That copies of the foregoing resolutions be transmitted by the Secretary, upon the reassembling of Congress, to the President of the Senate and the Speaker of the House, to the Chairman of the Interstate Commerce Committees of the respective houses, and also to each individual member of Congress.

SEEDS.

WHEREAS, Seed houses do a large business in the sale of seed grains, and thereby may materially affect the general standard of the crops of grain thus produced, either for better or worse; and

WHEREAS, It is known that seed thus sold by seed houses does not always possess the merit of type and breeding sufficient to meet the expectations of the purchaser, and in fact often does not tend to raise the standard of the general crops produced. For example, it has been too common a practice for seedsmen to purchase ordinary corn from farmers' cribs and sell the same under special brands, when in fact it possessed no special merit whatever, with respect to type and breeding, and the same is true in regard to other grains; therefore

Resolved, That the Grain Dealers' National Association, now in convention assembled in Milwaukee, this 23d day of June, 1904, does hereby urgently request all firms engaged in the selling of seed grain to adopt a line of business policy that will result in giving more attention to the questions of type, breeding and adaptability, and thereby assist in improving the quality and yield of grains; also

Resolved, That the Secretary be instructed to send a copy of this resolution to all the principal firms engaged in the business of selling seed grains in the grain producing states, and also to all the leading agricultural papers of the country.

WORK OF AGRICULTURAL COLLEGES.

WHEREAS, It has been demonstrated by actual experiments that the grain crops of this country have already been greatly improved, and the yields increased by the scientific and practical efforts of our agricultural colleges and experimental stations; and

WHEREAS, Such institutions and the faculty connected therewith do not receive any financial support to which they are justly entitled; be it

Resolved, That the National Association of Grain Dealers, in convention assembled in the City of Milwaukee, in June, 1904, does hereby declare itself as unquestionably endorsing the work and expressing its full appreciation thereof; and be it further

Resolved, That the National Association and the various state associations and the individual members shall at all times do all in their power to encourage and promote, directly and indirectly, by financial aid and individual efforts, the great work to which these institutions and the individuals connected therewith are committed.

DEPARTMENT OF AGRICULTURE.

WHEREAS, It has been demonstrated by practical results that the Department of Agriculture, under the supervision of Secretary Wilson, has become a most potent factor in increasing the yields of grain and in the general improvement in farming throughout the United States; be it

Resolved, By the Grain Dealers' National Association, in convention assembled in the City of Milwaukee, in June, 1904, that said Department of Agriculture receive the hearty endorsement of this Association; and be it further

Resolved, That the Grain Dealers' National Association, all state associations and grain dealers as individuals, should put forth every effort to encourage and support this department, believing that such efforts will greatly benefit the public at large.

POOR FARMS.

WHEREAS, County farms, more generally known as "Poor Farms," have always been a burden of expense to the counties in which they are located; and

WHEREAS, It has been demonstrated that these same farms can be converted into practical institutions for experimental work in farming and crop breeding; be it

Resolved, That the Grain Dealers' National Association, in convention assembled in the City of Milwaukee, in June, 1904, does hereby recommend that this Association and the various state associations assist by all proper

means in promoting this great work upon all the county farms throughout the United States.

GRAIN JUDGING CONTEST.

WHEREAS, Emulation and friendly rivalry is conducive of good results in farming as well as in other lines of work; and

WHEREAS, The grain and live stock interests of this country are closely related; be it *Resolved*, That this National Association of Grain Dealers heartily endorses and strongly recommends the inauguration of a grain judging contest in connection with the National Live Stock Exposition, to be held in Chicago in December, 1904, and that proper committees shall be appointed by the incoming President of this Association, to arrange the details and have charge of such contest. And that if such contest proves of practical value it shall become an annual concurrence.

Amended upon request of J. L. McCaull to provide that such exhibit shall be styled the Grain Dealers' National Exposition.

WHEREAS, The welcome expressed to the members and guests of the Grain Dealers' National Association on behalf of the City of Milwaukee by her Mayor, the Hon. David S. Rose, was without qualification in its heartiness and good cheer; and

WHEREAS, The hospitality extended to the Association by the Milwaukee Chamber of Commerce and citizens of the Green City has been most lavish and genuine and the delicate and special attention shown the visiting ladies has added much charm to the occasion; and

WHEREAS, The stirring address of Mr. Guy Goff has imbued our members with a new and stronger inspiration for commercial integrity by its clear and unequivocal statement of principles which form the foundation of any successful superstructure of our business enterprises; and

WHEREAS, All features of the entertainment of this Association have been carried with that generous quality born of good will so characteristic of this beautiful city and her weather man; therefore be it

Resolved, That the Grain Dealers' National Association, here assembled in Milwaukee, these 22d, 23d and 24th days of June, 1904, do hereby extend to the Mayor and those associated with him, the ladies of the Reception and Entertainment Committee, the members of the Milwaukee Chamber of Commerce and the speakers who have so delightfully addressed and entertained us, the heartiest expression of appreciation on behalf of its members and guests; and

Resolved, That this resolution be spread upon the records of this Association, and a copy of same be handed to the chairman of the committee having in charge the plans for our pleasure and comfort.

Respectfully submitted by your Committee on Resolutions.

I. P. RUMSEY,
D. HUNTER,
LEWIS J. LEDERER.

The President: I think this last resolution should have more than passing recognition and I would desire that we have an expression upon this in the way of a standing vote. I would like for some of the delegates to make a motion to that effect.

Mr. McCaull: I move you that the resolution referred to receive the approval of this association, by a rising vote.

The President: It is moved and seconded that a vote of thanks to the Milwaukee people and everybody connected with this convention who has added to its pleasures, be expressed by a rising vote. Are you ready for the question?

The President: All in favor of the same will rise and give Hip, hip, hooray for Milwaukee three times.

Motion carried by a rising vote and hooray three times.

The President: As to the balance of the resolutions as read by the chairman of the Committee on Resolutions, what shall be done with them?

Upon motion all were adopted.

The President: We have with us today Mr. Knappen of Minneapolis, who will give us about ten minutes in an address and then we will have the report of the Nominating Committee.

I take pleasure in introducing Mr. A. K. Knappen, Secretary of the Western Canadian Bureau.

President Grimes: We will now have

the report of the Auditing Committee by Mr. Timberlake of Chicago.

Mr. Timberlake made the following report for the Auditing Committee: The Committee on Auditing the books of the Ass'n Secretary and Treasurer beg leave to report that the work has been properly done and find that the report of the cash on hand \$122.50 as made by the Sec'y-Treasurer is the correct amount of cash on hand, closing the nine months from October 1, 1903 to June 20, 1904.

Upon motion the report was adopted.

The President: Before hearing the report of the Nominating Committee will say that the directors will be chosen by the different Ass'ns, each Ass'n naming whom they desire to select from their Ass'n. After hearing the report of the Nominating Committee and the officers are chosen, we will ask for reports for directors from the different Ass'ns.

Chairman Snyder of the Nominating Committee reported as follows: Your committee on Nominations beg leave to report that after a number of unsuccessful ballots they are unable to make a unanimous report for the candidate for president of this Ass'n. We therefore place before you for the position of President, of this Ass'n, Mr. A. E. Reynolds of Indiana and Mr. R. B. Schneider of Nebraska, each having received a like number of votes at the hands of the committee. For first Vice-President, Mr. L. Cortelyou of Kansas; For Second Vice-President, Mr. Dan'l P. Byrne of St. Louis; for Director-at-Large Mr. Henry L. Goeman of Toledo.

President Grimes: You have heard the report of the committee on Nominations. The only contest is for the office of president. It will be necessary in that event for the convention to take a vote upon the presidency. If there are no further nominations is it the will of the convention to have the Secretary cast the vote for the candidates who have no opposition. If there are no further nominations, we will of course have to proceed in their regular order of balloting.

E. J. Smiley: I move that the meeting adjourn until 9:30 tomorrow morning.

The motion was seconded and lost.

Mr. Reynolds: Mr. President and gentlemen of the Convention. A very old and very wise saying is that prudence is the better part of valor and I am sure it would not be prudent for me or any one else who has the interest of this Ass'n, at heart to precipitate a fight that might be avoided. I am sure I would not allow the election to go here if I knew before hand there would be engendered such animosity as might in the end disrupt this Ass'n. I am sure it would not be prudent of me to say that any state Ass'n, or affiliated Ass'n, would withdraw from this Ass'n on account of any defeat that might fall on them at the hands of the voters of this organization. I am sorry that such expressions have been put forth in this convention. I am gratified to state that such expressions have not come from my state or my friends. Since these matters would not be prudent I am sure it would not be valiant of me to continue a fight that might cause injury to this Ass'n, or that might cause wounds that could not be healed on this side of the river or beyond.

For this reason gentlemen I might be accused of getting out of the fight while the prize is in sight. Being from Indiana you know we never lay down the gauntlet until we fight it to the bitter end. I would not do it now but I want to say that every

question that arises for the interest of this Ass'n, Indiana will do her part to carry forward everything to the interest of this Ass'n notwithstanding that some may accuse us of interested motives in the contest we have waged.

In view of these facts gentlemen I withdraw from this race, doing it in the interest of this Ass'n. In doing so I wish to thank all my friends from Indiana for their support and for the grand support I have had from Baltimore, from Ohio, from Buffalo, from Toledo and St. Louis and Chicago and elsewhere. I do it gentlemen because I feel that there are persons in this organization that feel that the best interests of this Ass'n will be served by allowing Mr. Schneider with whom I am unacquainted to become President. He cannot but be a man eminently qualified. If he can cement the differences that exist in the different organizations forming this Ass'n, I would be disloyal as a member of the National Ass'n, if I stood in the way.

Gentlemen and friends who have stood by me, I thank you. I most sincerely thank you. It has been a great honor to be mentioned as a candidate for the office of president of this Ass'n, as a possible or even a probable candidate for president of this Ass'n. Gentlemen you have the best wishes of Indiana and I hope you will allow me to withdraw and give to Indiana the honor and credit of doing it for the benefit of the National Ass'n.

Mr. Hubbard: It certainly affords me pleasure to listen to the remarks of the Gentleman who has just spoken. I move that the vote of thanks of this Ass'n be extended to the gentleman from Indiana for his kind and courteous withdrawal.

The motion was seconded and carried unanimously by a rising vote.

The convention then instructed the Secretary to cast the unanimous vote R. B. Schneider for President and for the candidates named by the Nominating Committee for First Vice-President, Second Vice-President and Director-at-Large.

The following directors were chosen from the different state Ass'ns: Ohio, H. S. Grimes; Indiana, A. E. Reynolds; Illinois, S. S. Tanner; Iowa, Jay A. King; Grain Dealers Union, D. Hunter; Kansas, W. S. Washer; South Minnesota and South Dakota Ass'n, A. F. Brenner; Oklahoma, I. T., J. C. Robb; Mich., W. E. Sheldon; Wis., T. E. Torrison; N. D., M. F. Swanson; Buffalo Ass'n., T. J. Stoffer; New England Ass'n, Geo. F. Reed.

Mr. McCaull: In view of the fact that we have elected a new set of officers I move you that a vote of thanks for the very able and efficient manner in which our retiring president has conducted the duties of his office. I am of the opinion that no man can accept the office of president of this Ass'n, or any other Ass'n, without great personal sacrifice, and it is only due to Mr. Grimes that we express a vote of thanks.

The motion was carried unanimously amid cries of "Grimes" "What if the matter with Grimes," "He's all right."

Mr. Grimes: I appreciate your kindness in thanking me for doing what I have considered my duty. We will now hear from the different Ass'ns as to the time they desire to hold the next annual meeting of this Assn. to give the directors something to work on.

A. E. Reynolds: Mr. President, as a director from Indiana I think we are not ready yet to report as to the time we are in favor of holding the next meeting. At the time it was decided to hold this meeting in June Indiana was not in favor of it but now some things may have arisen in

this meeting which may be brought out later, which will cause a change of opinion. I move you Mr. President that this matter be left over and the matter of the time for holding the next meeting be left to the directors.

The motion was seconded and carried.

The President introduced Mr. A. F. Leonhardt of New Orleans who invited the Ass'n to hold its next annual meeting in that city.

The advantages of New Orleans and Buffalo as a meeting place were presented in lengthy talks.

An expression of opinion as to the sense of the convention as to the place of holding the next meeting was asked by C. D.

fore move that the incoming president appoint six on the Grain Improvement Committee.

Vice-President: I will call attention to that.

There being nothing further before the convention it was declared adjourned by Vice-President Snyder, subject to call on Friday.

The Trolley Ride.

Friday morning, the entertainment committee chartered four street cars and took the grain dealers and their ladies to White Fish Bay.

The pavilion there is delightfully situ-



Trading Pit Milwaukee Chamber of Commerce.

Jones, who made a motion to the effect that it is the sense of the convention that the next meeting place shall be New Orleans, which motion was seconded.

Vice President Snyder: All in favor of New Orleans will give their assent by saying aye.

Vice-President: Buffalo has been named as well as New Orleans. It might be well to have an expression on that place also. Remember this is not binding in any way. I will, therefore, ask for an expression of opinion. All in favor of Buffalo will give their assent by saying aye, and contrary no.

The vote was declared by Vice-President Snyder about even.

Mr. McCaull: In view of the fact that the committee on grain improvements found the committee was rather small, it is thought best to ask that the committee be increased from three to six. I, there-

ated in natural woods overlooking the ever-changing lake.

After becoming invigorated and hungry from the cool breezes, a tempting dinner was served. The tables were decorated with a variety and profusion of flowers, the variety proving that the Milwaukeeans are entirely up-to-date and the profusion another example of their boundless hospitality.

During the dinner a thunder storm arose which made a few pairs of false and other teeth chatter, but did not prevent the dinner from being enjoyed. An orchestra helped make the affair festive.

Mr. S. S. Tanner arose to the occasion and thanked the hostesses in his usual versatile manner.

He felt that it was a pity that Longfellow had spent his matchless genius on Minnehaha Falls instead of being able to live in our age and to celebrate in song

the charms and beauty of the Milwaukee dames and damsels.

The Boat Ride.

Returning from White Fish Bay, the good dealers who were permitted to accompany the ladies on the trolley ride and the ladies themselves were landed at the Grand Ave. bridge, where the lake ferry "Pere Marquette 18" was awaiting them.

Besides all the grain dealers who were in the city, a couple of hundred Milwaukeeans accompanied the party.

The steamship went several miles to the north, affording a picturesque view of Milwaukee from the sea-ward side.

Oranges, apples and a Dutch lunch of cheese and sardine sandwiches and beer were passed until the deck of the boat reminded one of the valley of dry bones—a reminder of what had been. However, none were left dry. A band and two negro minstrels furnished entertainment during the ride.

In behalf of the ladies and dealers who had been so royally entertained, Mr. Dunlap of Missouri, in behalf of the guests, presented the hostesses with American beauty roses long-stemmed enough to walk off by themselves.

Like all other entertainments, the boat ride was a great success and promoted cordiality and good comradeship.

In Attendance.

ALABAMA: G. M. Willis, Mobile.

BALTIMORE: Alfred Schaefer.

BALTIMORE: Eugene Blackford, Jr.

BALTIMORE: Chas. England; L. J. Lederer and wife; A. A. Kuhl; G. A. Hax and wife; Chas. McDonald, Jr.; Miss Wilkens; J. A. Loane and wife; C. M. Pitt and wife; John W. Snyder.

BOSTON: Jay Chapin.

BUFFALO: F. Howard Mason, C. P. Wolverton.

BUFFALO: Thos. Sampson; J. D. Shanahan.

BUFFALO: T. J. Stofer, S. W. Yantis, J. H. Rodebaugh.

CHICAGO: L. Everingham, J. N. Weinand, E. G. Osman, Jno. E. Bacon, Wm. Christie, H. N. Paynter, Geo. D. Chason.

CHICAGO: A. Gerstenberg; G. A. Stibbens and wife; Walter Stibbens; M. L. Vehon and wife; Oscar C. White.

CHICAGO: W. B. Bogert, J. F. Kendall, Geo. B. Powell, W. H. Moorhead and wife, Jas. R. Dalton, J. J. Fones, W. N. Eckhardt, E. W. Wagner, Frank M. Baker, J. H. Donnelly, W. H. Perrine, W. W. Shaw, W. C. Ervin, Jas. A. Fitzsimmons, Earl Fisher, Geo. K. Carhart, R. W. Carder and wife.

CHICAGO: F. E. Winans, F. M. Bunch, F. D. Stevers, F. G. Coe, John F. Wright, J. R. Leonard, A. E. Wood and wife, W. M. Hirschy and wife, F. D. Austin, W. N. Anderson, Sam Finney, J. M. Maguire, F. J. Delaney, J. G. Walters, Ben L. Coolidge, Ed Hymers, N. Lederer, Oscar Ruh, E. C. Butz, H. C. Hatterscheid, J. W. Radford, Gordon Hannah, C. D. Dillin, J. B. Kilpatrick, Jas. Pettit, Geo. White, V. E. Saveland, S. P. Arnot, Jack Howard, H. C. Tait, D. I. Van Ness, G. W. Ehle, E. G. Cool, W. M. Timberlake, D. W. Burry, J. G. Woodman, John J. Leonard, H. A. Rumsey, I. P. Rumsey, E. W. Burdick.

IOWA: J. E. Knudson.

IOWA: J. N. Gilchrist, McGregor; L. J. Mighell, Lake City; W. F. Shaw, Colo.

IOWA: Geo. A. Wells and wife, Des

Moines; D. Hunter, Hamburg; H. Hahn, Le Mars; L. Peters, Rock Rapids; G. H. Currier, Prescott.

IOWA: K. A. Harper and wife, Van Horn; F. A. H. Greulich and wife, Keystone; J. W. Johnson and wife, Newhall; F. E. Decelle, Sioux City; H. Hahn, Lemars; Jay A. King and wife, Miss Flossie King, Nevada; S. J. Clausen, Clear Lake; Frank Landers, Decorah; P. A. Cummings, Rock Valley; J. W. Cheek, Des Moines; Ben L. Coon, Des Moines; W. R. Morgan, Des Moines; B. A. Lockwood, Des Moines; A. Brackney and wife, Clemens.

ILLINOIS: H. L. Bracken, Rossville; W. H. Hutchins, Farmer City; T. D. Hanson, Villa Grove.

ILLINOIS: B. Gulshen, Odell; A. J. Platt and wife, Leverett; S. S. Tanner

INDIANA: R. J. and B. F. Greenhow, Vincennes; W. S. Gilbreath, Indianapolis; E. Hutchinson, Arlington; T. O. Stanley, Lyons Station; C. E. Nichols, Lowell; A. E. Malsbary, Francesville; Mrs. S. B. Sampson.

INDIANA: J. W. McCardle, New Richmond; C. G. Egle, Berne; W. H. Cooper, Indianapolis; Jno. B. Ross and W. W. Alder, Lafayette; Cloyd Loughry, Montmor, Montmorenci; A. G. Bower, Brook;

INDIANA: T. C. Crabbs and wife, A. E. Reynolds and wife, Crawfordsville; B. Taylor and wife, W. B. Foresman, Lafayette; C. A. McCotter and wife, L. R. Doud and wife, Indianapolis; Bert A. Boyd.

KANSAS: L. Cortelyou, Muscotah;



L. Cortelyou, Muscotah, Kan.
First Vice Pres.

and wife, Minier; R. J. Railsback, Hope-dale; H. N. Knight and wife, Miss Florence Kee, Monticello.

ILLINOIS: R. G. Risser and wife, Kankakee; H. I. Baldwin, Decatur; F. L. Ream, Lostout; M. C. Hughes, Washington; C. V. Barr, Plainfield; B. S. Williams, Sheffield; E. Hutchinson, Sibley; O. G. Smith, Sheldon; Ed Burt, Shannon; C. N. Mullin, Seymour.

ILLINOIS: Jas. Bruce, Marseilles; Geo. Beyer, Decatur; M. G. Merritt, Dwight; M. J. Hogan and wife, Seneca; G. H. Hubbard, Mt. Pulaski; T. E. Condon and wife, Pesotum; F. Holzman, Grant Park; C. A. Burks, J. F. Sprague, H. W. Hudson, F. L. Evans, R. C. Roberts, Decatur; J. A. Wesch, Arcola; C. C. Miles, Peoria; A. G. Tyng, Peoria.

INDIANA: Mrs. S. B. Sampson, Indianapolis; Robert Bell, Lafayette.

F. P. Lint and wife, Kansas City; E. J. Smiley, Topeka; A. T. Rodgers, Beloit.

KANSAS: A. H. Bennett, Toneya.

KANSAS CITY: J. E. Rahm.

KANSAS CITY: A. R. Pierson, Alfred Hertz, Geo. H. Davis, F. P. Lint.

KANSAS: R. B. Nelson, Topeka; E. A. Fulcomer, Belleville; W. S. Washer, Atchison; H. A. Carleton and wife, Cawker City.

MACHINERY MEN: W. J. Scott, In-vincible Grain Cleaner Co.; T. F. Reid, Borden & Selleck Co.; William H. Kaiser, Weller Mfg. Co.; J. W. H. Higbee and F. J. Luger, Fairbanks, Morse & Co.; J. C. and G. T. Burrell, Burrell Eng. & Const. Co.; G. A. Wild, Johnson & Field Mfg. Co.

MEMPHIS: Chas. D. Jones.

MICHIGAN: A. F. Wallbrecht, Central Lake.

MICHIGAN: M. G. Ewer, T. W. Swift, C. E. Patterson, H. N. Cronkhite, Battle Creek; W. E. Sheldon and wife, Jackson.

MINNESOTA: H. J. Hollister, Lakefield.

NEBRASKA: C. G. Crittenden, Lincoln.

NEW ORLEANS: Jno. C. Fears.

NEW YORK: L. Gibson.

NEW YORK: G. H. K. White and wife.

MINNESOTA: E. A. Brown, Luverne; P. Voss, Echo; W. A. Forsaith and wife, Hadley; H. Rippe and wife, Fairmont.

MINNESOTA: J. A. Pease, Minneapolis; J. J. Donahue, Winona; J. L. McCaull, Phil S. Reed, Geo. Witgraft, Mpls.

MINNESOTA: F. W. Eva and wife, St. Paul; J. N. Barncard, Minneapolis;

M. F. Crissman and wife, Manchester.

OHIO: H. L. Goemann, Toledo; J. W. McCord, Columbus; F. O. Paddock, Toledo; D. R. Risser, Vaughnsville; Jerome Elliott, Columbus Grove.

OKLAHOMA: Major Moberly and his wife, Oklahoma City, are the only ones from the Territory.

PENNSYLVANIA: J. H. McBurney, Canonsburg.

PHILADELPHIA: J. B. Canby.

RICHMOND, VA.: S. T. Beveridge and wife.

ST. LOUIS: F. H. Tedford, C. R. Albers, M. B. Murray.

ST. LOUIS: Daniel P. Byrne; Jas. A. Connor.

ST. LOUIS: A. H. Buschman, G. H. Kemp, Jno. A. Warren, J. S. McClellan,

ST. JOSEPH: Wm. Burke.

WASHINGTON, D. C.: John B. Daish.

WASHINGTON, D. C.: T. B. Baldwin, Dept. of Agriculture.

WISCONSIN: R. L. Porter, Mukwonago.

WISCONSIN: A. T. Sanders, Fisk; John S. Blakely, Union Grove; J. W. Green, Middleton; Peter Lauer, Lomira; J. P. Dousman, De Pue; C. Nummerdor, Waupun; Wm. Sink and wife, Markesan; T. E. Torrison, Manitowoc; C. H. Fintell, Genesee; L. Laun, Elkhorn; J. I. Brimmer, Waukesha; P. E. Mithy, Cashton; Frank Dignitz, Adell.

WISCONSIN: F. W. Pyrin, Hartland; Robert B. Clark, Chippewa Falls; S. N. Knudson, Mondovi; G. H. Schroeder, New Holstein; H. C. Timm, New Holstein; S. H. Simonson, Oak Centre; F. Maegerlein, Sauk City; James Templeton, Templeton; H. Clausen, Fox Lake; Joseph Meloney, Bloomer; A. F. Zuill, Whitewater; W. P. Jordan, Cedarburg; G. A. Martin, Dousman; P. H. Gordon, Palmyra; J. B. Day, Hartford; W. M. Altenhoffen, Random Lake.

No True Economy in Employing Barnbuilder.

By Traveler.

In travelling about from one country station to another I have frequently been impressed with the fact that many elevators are not only of the most flimsy balloon-like frame construction but also ill-adapted for handling grain, and, on inquiring by whom they were erected, I have usually been told that the work was done by some local carpenter. In many cases it appeared to be a matter of pride to the owners that the cost had been "much below" figures submitted by a regular elevator-builder, and they felt that a considerable saving had been effected. But had it?

I have been greatly interested to see pictures of the elevators wrecked by cyclones during the present season, and it seems to me that some of their builders were of the economical turn of mind of those above mentioned; yet too much stress should not be laid on the result of any disaster as uncommon as these. There are, however, the two points above suggested, viz: durability and adaptability.

The first need not be enlarged upon; in fact, it is a question with many debatable sides. Whether a man shall build for years or only for a brief period depends altogether on circumstances. But is not the second consideration often overlooked? I believe it is. As frequently emphasized in the Journal, the profit of buying and selling grain, now-a-days, depends very largely on its proper handling; and can it be expected that an ordinary carpenter or contractor will construct a "cheap" elevator which is well adapted to the handling of grain and planned to admit of the installation of suitable machinery? Surely no sane man would think so.

With the competition that now exists, no firm of elevator builders is making more than a fair profit on the work actually done, and dealers can much better afford to pay them a reasonable price for a well-constructed house than to suffer continual losses afterwards from an elevator that has been "stuck up" by a carpenter. Constant shaving of profits from what *might* have been realized makes a large amount in the course of a year, and for a term of years what may it not be?



A. E. Reynolds, Crawfordsville, Ind.
Director G. D. N. A. from Indiana.

Wm. Windhorst, Olivia; L. N. Loomis, Minneapolis; L. J. Hurlbut, Rushford.

MINNEAPOLIS: J. F. Swart; G. B. Gunderson; C. L. Marshall; W. H. Chambers; A. F. Brenner; W. B. Hatch; F. R. Durant and wife; H. D. McCord; L. N. Loomis; B. B. Anderson; S. G. Strong; F. M. Davies; J. J. Quinn; M. W. Lee.

MISSOURI: L. F. Marlens, St. Charles; M. F. Dunlap, O'Fallon; C. A. Wilder, Laddonia; Wm. Burke, St. Joseph.

OHIO: M. F. Crissman and wife, Manchester.

OHIO: J. W. McCord, Columbus; F. O. Paddock, Toledo.

OHIO: Homer Chisman and wife, Cincinnati; E. H. Culver, Toledo; C. F. Barnhouse and wife, Upper Sandusky;

T. B. Morton, H. H. Langenberg, Douglas Bradley, F. W. Seele.

SOUTH DAKOTA: C. H. Jones, Madison; E. T. Alguire, White; J. H. Frerichs, Sioux Falls; H. C. Knapp, Armour.

SOUTH DAKOTA: Adam Royhe and wife, Arlington; John Larkin, Madison; A. G. Booher, Armour.

SOUTH DAKOTA: P. J. Van Hemert, Platte; O. A. Streator, Armour; Jno. Doering, C. Zehnpenning, J. Fergen and wife, Parkston; E. A. Rippe, Madison.

SOUTH DAKOTA: M. King, Utica; H. S. Greig, Emery; W. J. and Geo. Shanard, Bridgewater; A. H. Betts, Mitchell; A. O. Carpenter, Sioux Falls; C. W. Parker, Thompson; Adam Royhl, Arlington; J. T. Scroggs, Beresford; C. E. Seymour, Alexandria.

The Ladies' Drive and Dinner.

The ladies of Milwaukee have proved themselves excellent hostesses and have spared no trouble in giving the wives of visiting grain dealers a delightful time.

Yesterday at 10:30 twenty-five carriages stopped at the Plankinton Hotel for the ladies and took them for a long drive about Milwaukee.

They viewed the lake front with its beautiful parks and residences and then drove to the Old Soldiers' Home, situated in the heart of a park planned by Dame Nature.

The drive homeward was on Grand avenue, where all the palatial homes were pointed out by the hostesses, one of whom rode in each carriage.

The ladies had an opportunity to become acquainted and to realize that Milwaukee is one of the jewels in the crown of the West.

Ninety-eight ladies took the drive and each declared that she should attend all the Grain Dealers Conventions hereafter.

long stems" we fear each will be fighting for the former honor.

The hostesses at the carriage drive and banquet were Mesdames S. W. Tallmadge, John Buerger, A. K. Taylor, J. H. Crittenden, C. W. L. Kassuba, M. G. Rankin, C. R. Lull, J. A. Mander, B. G. Ellsworth, Geo. H. D. Johnson, J. W. Johnson, J. W. Bass, Robert Krull, C. A. Chapin, Clark Fagg, H. F. Frank, John Kern, F. J. Kipp, Frank Knowles, C. C. Rogers.

If I was short wheat I would cover my shorts just as quickly as I could get into the pit. If I was long any considerable line of wheat I think I would sell it, because the market is so narrow it will be difficult to sell any great holding without a severe break, and I think I would prefer to get my profit and look on. It is a very uncertain situation, and very wide fluctuations are the thing to expect. I am not emphatic either way in my wheat views just now.—A. I. Valentine, pres. of the Armour Grain Co.

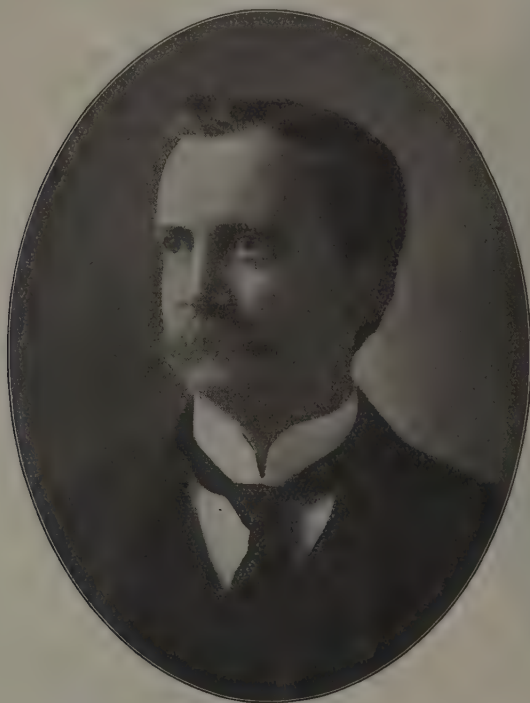
Miniature Track Scale.

Scale testing was interestingly explained to the grain dealers by J. A. Schmitz, scale expert of the Chicago Board of Trade Weighmaster's Office, who distributed a leaflet written by H. A. Foss.

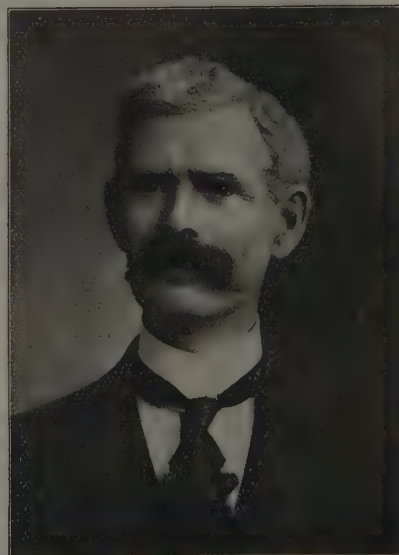
Mr. Schmitz's remarks were practically illustrated by means of a miniature track scale and grain car loaded with oats, an exhibit that attracted the attention of all visitors to the convention as they passed in.

The miniature scale was accurately made to 1-200th of full size, the bearings of hardened steel and perfect in every detail, as shown by the sensitive balancing of the beam with a loaded car on the track. Eighty test weights of fifty pounds each (proportionately) were used by Mr. Schmitz in demonstrating how to test a track scale; and the importance of testing the four sections of a scale. The floor and the sides of the pit were cut away, giving an unobstructed view of the working of a scale.

Remarks by those who examined the exhibit and listened to Mr. Schmitz's talk showed that the grain men highly appreciate the efforts of the Chicago Board of Trade Weighmaster's Office to educate shippers to the necessity of frequently test-



Chas. England, Baltimore.
Ex-Chairman Legislative Committee.



D. Hunter, Hamburg, Ia.
Delegate from Grain Dealers Union.

There is also a promise among them to cook their husbands his favorite dish on their return home.

At 1:30 the carriages stopped at the Pfister Hotel, where a dinner of six courses was served.

After thanking the hostesses for their splendid entertainment the ladies returned to their hotels to prepare for the promenade concert at the Chamber of Commerce.

Mr. Woodman of Rosenbaum Bros. presented the ladies with pink carnations as they were starting on their carriage ride.

Many Grain Dealers wanted to "go too."

C. A. King & Co. and J. F. Zahm & Co. presented the ladies with beautiful red peonies. They did not explain which company presented the stem and which the blossom, but as ladies say they "adore

The growing tenderness of the public conscience is having the effect of discouraging the gambling vice. The refusal of the Western Union Telegraph Co. to serve longer the race-track bettors, augurs well for the extermination of the bucket-shop pests, who can not live for a moment without the telegraph. This trend of public sentiment was discerned more than a year ago by close observers. Those who are in touch with the public pulse believe the anti-gambling crusade is gaining strength, and may be expected to attack option trading in grain, thru legislation, but with little prospect for success unless the wheat market should decline to a level unprofitable to the farmer.

Panola, Ill.—Crops are looking fairly well; oats a little short; corn doing fine.—B. F. Slenker.

ing their scales. Mr. Foss deserves the thanks of the entire trade for the good work he is doing.

In several Spanish provinces the crops will be short, owing to drought.

Money and muscle are still working in the corn pit. There has been a very erratic market and the trade is completely bewildered, but the situation, in my opinion, is bearish in the extreme.—Edw. G. Heeman.

Washington, D. C., June 28.—Oats continue promising in nearly all districts. In some of the most important oat states, however, the crop is heading short with less favorable prospects than previously indicated. Harvest has begun in Southern Missouri, Tennessee and North Carolina.—Govt. Rept.

The Promenade Concert.

The promenade concert and reception in the Chamber of Commerce trading room last evening was the first opportunity the delegates had to be with their wives in the many receptions tendered. All the local grain men and their wives were present to receive the guests.

Clauder's Orchestra alternated with the Lyric Glee Club, composed of thirty men, in rendering musical numbers. The feature of the evening was The Grain Dealers March, by Kirby Talmadge and dedicated to the Chamber of Commerce.

The music was very pretty and by the compliments of the Reception Committee everyone present was presented with a copy upon leaving. Mr. Talmadge was called to the platform and Mr. W. M. Bell presented him with a bouquet of flowers, the gift of the Ladies' Reception Committee.

The orchestra rendered several lively airs, and many couples started to dance. This was a signal for everyone, and soon 50 couples were floating around the pillars and over the grain pits.

On the top floor Ware & Leland entertained with assistance of two colored boys who played on guitar and mandolin, and sang lively songs. Orange punch was served.

L. Bartlett & Son Co. were entertaining large parties of ladies and gentlemen during the evening. Bert Ellsworth certainly knows how to make claret punch.

Al Booth "kept open house," and was at the door to welcome guests and friends. His punch was of a brand that found immediate favor with his Chicago friends. Ladies among his guests were given carnations.



A. F. Brenner, Minneapolis, Minn.
Delegate So. Minn. & So. Dakota Grain
Dealers Assn.

By an English law enacted in 1266, it was provided that a silver penny, called a sterling, should equal in weight thirty-two wheat grains, well dried and taken from the center of the ear. From this it seems evident that the grain of wheat was the prototype of the standard grain. The weight now known as the grain is, of course, copied from governmental standards. In 1826 certain weights and measures were legalized in England, and in 1827 copies of these were furnished our government, among them being the troy pound, equivalent to 5,760 grains.

Supply Trade

A. H. Richner, of Crawfordsville, Ind., reports trade good in grain feeders.

The N. A. Grabill Co., Daleville, Ind., has taken the state agency for the Weller Mfg. Co.'s line of elevator machinery.

The Henryville Grain & Seed Separator Mfg. Co., of Henryville, Ind., has been incorporated with a capital of \$5,000.

The gasoline engine plant of the Metcalfe Mfg. Co., Quincy, Pa., was destroyed by fire recently, entailing a loss of \$30,000.

The Buckeye Gas & Gasoline Engine Co., of Aurora, Ill., has re-incorporated under the name of the Buckeye Engine & Foundry Co., with a capital stock of



Geo. A. Wells, Des Moines, Ia.
Ex-Chairman Advisory Committee.

\$50,000. It has commenced the erection of a large plant at Joliet, Ill.

The Metzger-Hill Co., of Cincinnati, O., has sent to its many friends in the trade a most useful as well as ornamental souvenir. It is a thermometer and match-safe, mounted on a square card bearing the firm's name and business.

C. C. Tyler has been appointed general superintendent of all the works of the Allis-Chalmers-Bullock interests in the United States. Mr. Tyler entered upon his new duties June 15th and will make his headquarters at Milwaukee.

The Waterloo Gasoline Engine Co., Waterloo, Iowa, recently held the annual meeting and elected the following officers: Pres., O. V. Eckert; vice-pres., A. Lupton; secy-treas., Geo. B. Miller. The reports of the officers show a successful and a satisfactory year's business and an outlook for even better results the coming year.

Chas. M. Brown, trustee in bankruptcy, will sell the property of the Model Gas Engine Co., of Auburn, Ind., on July 15, at 2 o'clock. The real estate, buildings, machinery, material, patents, patterns, notes, bills and accounts, will be sold at auction to the highest bidder, terms 1-3 cash, 1-3 in 3 months, and 1-3 in 6 months.

When advertising fails to sell goods it will often be found lacking in definite offerings of things for sale. A newsboy on an Erie train went through two Pullmans one day not long ago offering "All the latest novels of the day!" "All the New York sensations!" "All the latest fiction!" This aroused no interest. But when he came through again calling the titles of individual books passengers here and there said, "What, have you got that? Give me a copy!" The ad that



T. J. Stofor, Buffalo, N. Y.
Delegate Buffalo Grain Dealers Assn.

definitely describes two or three commodities, giving prices, is better than one occupying ten times as much space but exploiting the store vaguely as an institution.—Printers Ink.

The Stephens-Adamson Mfg. Co., of Aurora, Ill., has recently issued general catalog No. 7 of grain elevating, conveying and power transmission machinery, giving dimensions and prices for all sizes of shafting, pulleys, sheaves, friction clutches, tension carriages, belt carriers, sprocket chains, sprocket wheels, chain elevators, buckets, trippers, car pullers, pinch bars, conveyors, elevator boots, pillow blocks and hangers. The pictures are accompanied with mechanical drawings and tabulated figures showing the dimensions of the different sizes. As the company makes all its machinery the exact size to template its customers can order repairs according to the catalog by telegraph with the assurance that the parts will fit. Sketches show 9 examples of manila rope drives and 10 designs for belt conveyors to meet different situations. The table giving the horse power of shafting is very complete. Other tables give the horse power of belts, manila rope, pulleys and sprocket chain; and the capacity of belt conveyors, screw conveyors and elevator buckets. Indexed; 207 pages, illustrated with over 300 engravings and drawings. Copies of this valuable catalog will be mailed to readers of the Grain Dealers Journal on request.

Good roads mean a good market.

Crop killers are not shouting so loudly as in past seasons.

Two-thirds of the Roumanian wheat and hay crops are said to have been lost owing to prolonged drought.

Paint a sign on your elevator so the traveling commission merchant can read your name from the car window.

Selecting Seed Corn.

Care in the selection of seed corn was never more vital to the planter than this spring. Seldom has there been a crop with so large a percentage of dead corn. Frequently one ear will be good and the very next one poor; one side of the ear may be alive and the other side dead; and of two neighboring kernels on the same ear, one will grow and the other will not. The farmer is easily deceived in the vitality, because much of the last crop, tho dry, was really not mature.

When selecting seed corn the planter should consider the length and thickness of the ear, the space between rows and the form of the kernel, among the other important characteristics.

The circumference of the ear should be $\frac{3}{4}$ its length. The different lengths of ears are illustrated in Fig. 1, herewith. The middle ear, No. 3, is about the desired length and proportion. Its kernels are quite uniform in size and shape, but are rather thin and chaffy at the crown; its rows are regular and show about the desired space. Large ears should be avoided far north, as they will not mature. No. 2 is a good ear, tho short; but the rows are too tight. No. 4 is too long and slender. In No. 5 the per cent of corn to cob is too low.

Space between rows is illustrated in Fig. 2. Ears 1 and 4 are the extremes of too much and too little space. No. 1 also has a run out appearance, and will shell out too little corn to cob. Too little space between rows, as in No. 4, is



Fig. 4.

associated with an immature appearance, kernels too wedge-shaped and lacking in vitality. Ear No. 2 has a little too much space, and No. 5 perhaps not quite enuf.

Kernels should be closely examined when selecting seed. It is very important that the tips of the kernels, the portion next to the cob, should be full and plump, so that there is no space between the kernels down near the cob. In Fig. 3 the kernels on the left hand side were taken from an ear similar to No. 4 in Fig. 4; and those on the right hand side from an ear similar to No. 3.

Rows of kernels taken from the same two ears are shown in Fig. 5. No difference in the values of the two ears could be discovered from outward appearances. The two ears were almost exactly of the same size, yet ear No. 4 weighed 16 per cent more than ear No. 3 and shelled out 20½ per cent more corn than ear No. 3. Ear No. 3 is not only much poorer in feeding value than No. 4, but has a much lower vitality and would give a weaker plant. Ear No. 2 also shows space between the kernels next to the cob. Ear No. 1 is too tapering and lacks constitution.

The different types of kernels are shown in Fig. 6. Nos. 1, 2 and 3 are illustrations of kernels with poor, weak germs. Their germs are small and shrunken compared with No. 6 and No. 7. Nos. 8 and 9 are somewhat better, but the poor shape of their kernels, coupled with their small germs, make them very undesirable kernels. Pointed kernels such as these do not give room for good development of the germ. In addition to being pointed these kernels are very thin at the tips, and so are weaker than they appear. Kernels of this shape frequently break off in shelling, especially if immature.

No. 2 has a shrunken, blistered germ, owing to its immaturity, but is of a better form than 1, 8 or 9. Cobs bearing



Fig. 7. No. 1 A Good Ear.

such kernels give a very low percentage of corn to cob. Nos. 3 and 10 are types of very broad, shallow kernels such as are grown in the north where the season is short and where deep kernels could not mature.

Kernels 5 and 12 have germs rather under medium size, but are particularly weak at the crown. They do not carry their width up well like 13 and 14. They are thin at the crown, giving a chaffy appearance to the ear. Of the remaining four, No. 14 is the best, followed by 6, 13 and 7 in the order named.

No. 14 is a practically good kernel. It is of the broadly wedged type, carries its width well down to the tip, has good depth and good width. It possesses a large, plump, cheerful germ and the appearance of the whole kernel indicates strength and vitality.

In Fig. 7 ear No. 3 must be rejected as too blocky, the tip is a little too full and the butt too much compressed; the kernels are also too thick or blocky. Ear No. 2 has a good form, the tip is excellent, the butt is slightly compressed and the kernels a little too blocky. No. 1 is an excellent ear of corn in every respect.

We are indebted to the Iowa State College for the engravings, and to its recent Bulletin No. 77, on "Selecting and Preparing Seed Corn" for the text.

Are you ready to handle the new crop?

The North Dakota wheat crop is expected to be the best in years.

Washington, D. C., June 28.—Corn—In Iowa and in principal corn states eastward of the Mississippi River corn has made good progress and is well cultivated, rapid growth being generally reported. Rapid growth is also reported from Missouri, Kansas and Nebraska, but in these states cultivation has been hindered, particularly in Missouri and Nebraska, where many fields are grassy. A large crop is particularly assured in Texas, but drouth has impaired the outlook in the central, gulf and south Atlantic states.—Govt. Report.



Fig. 3.

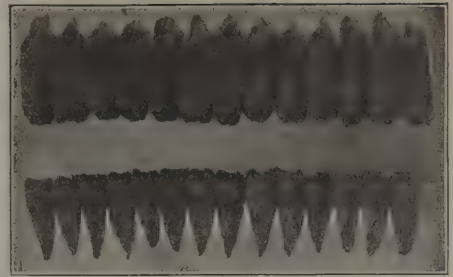


Fig. 5.



Fig. 6. Space Between Rows.

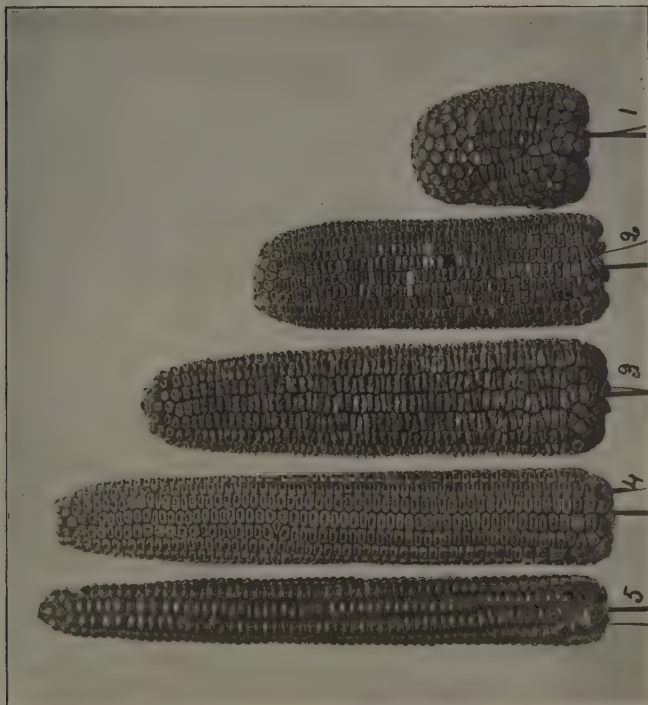


Fig. 1. Different Lengths of Ears.



Fig. 6. The Different Types of Kernels.

Western Ohio Dealers.

The annual meeting of the Miami Valley & Western Ohio Grain Dealers Assn. was called to order in the Phillips House, Dayton, June 15, by Secy. M. W. Miller.

In the absence of Pres. McMorran, nominations were called for, and Ed. McCue of Arcanum was selected to preside.

The minutes of the last meeting were read and approved.

Upon motion the chairman appointed as a committee on Nominations: J. E. Wells, C. N. Adlard, J. Hauss, L. C. Allinger and W. A. Woodward.

Auditing and Arbitration Committee: E. J. Griffis, J. H. Conger, and H. Allen.

Secy. Miller read the following report, which was adopted:

SECRETARY'S REPORT.

We are again assembled at an annual meeting, the second of the Miami Valley

that we have come through this kind of a year, contending with such conditions as we have, holding our membership practically intact. That during the past year we have added nine dealers to our membership list and these nine coming to us voluntarily asking to be admitted, certainly speaks well for the efforts of the officers of the Asso., its Governing Board and its members in general for the way they have supported and assisted the Officers and Board in their efforts. It is the faith of the members in the future good to come out of our Asso. which has brought us through such difficult conditions in such good shape.

No doubt the sentiment of the members generally is that it is much better to be able to work in harmony even with the occasional differences arising from conditions such as have been named than to try and go on in the chaotic condition existing before the organization. We trust that this annual meeting will be able to take such action as will continue the good work of the Asso. for the good of all.

It is with sincere regret that I am compelled to present to this meeting the resignation of our honored president Grant McMorran. He being compelled to take

Money paid treasurer\$1,529.74
Orders allowed\$1,369.69

Balance in treasurer's hands\$160.05
I wish to call attention to the affiliation of our Asso. with the Ohio Shippers Asso., which that organization agreed to accept by the payment of \$1.00 per member by our Asso. as was fully explained to our members in the circular sent out from my office April 25th last. You will notice in my report above that only 32 of our members responded to this circular. There is no doubt that great good can be accomplished to the trade by affiliating with the Ohio Shippers, as in that way and in no other can enough pressure be brought to bear on the railroad cos. to secure such concessions from them as are essential for the welfare of the grain trade.

Treas. Adlard read his report, which corresponded with the secy's financial statement. It was approved.

The resignation of Grant McMorran was read. It was accepted by a rising vote, and a committee of three was appointed to draft suitable resolutions expressing the assn's thanks for his good work and sympathy for his affliction.

The chairman appointed Ogden Edwards, W. A. Nutt and J. F. Dietrick a committee to draft the resolutions.

O. Edwards reported on the work of the Governing Board.

E. A. Grubbs spoke on conditions ruling in the territory.

T. B. Marshall ventured some suggestions on trade relations.

C. B. Jenkins of Marion congratulated the members on the success of their organization and the improvement of local conditions. He expressed the desire that the Miami Valley Assn. attend the annual meeting of the state assn. in Put-in-Bay with a full membership and capture the trophy if Middle Ohio Assn. did not.

The Committee on Resolutions presented the following report, which was adopted by a rising vote:

Whereas, it being the sense of the annual meeting that the Assn. is deeply indebted to President Grant McMorran for his very efficient services during the past two years, be it

Resolved, that this meeting express to President McMorran our heartfelt sympathy in his affliction, hoping that he may be fully restored to health and usefulness, and be it

Resolved, that the hearty thanks of the Assn. be extended to Pres. McMorran by this meeting and a copy of these resolutions be spread on the minutes and a copy forwarded to Pres. McMorran.

Mr. McCool, Jaysville, asked for harmony.

E. T. Woodcock complained of feeder competition and Springfield feed trade.

E. J. Griffis, chairman of the Auditing Committee, reported the books and accounts correct as reported by the Secy. and the Treas.

J. E. Wells, of the Nominating Committee, made the following report, which was adopted and the nominees elected as read:

For Pres., Ed. McCue; Vice-Pres., J. G. Wolcott; Secy., M. W. Miller; Treas., C. N. Adlard.

Miami Co. Governing Board: H. Allen, O. Edwards, J. F. Dietrick, J. Myers.

Preble Co. Board: J. H. Conger, J. H. Musselman.

Darke Co. Board: H. C. Helm, E. A. Grubbs.

Shelby Co. Board: E. C. Nutt, L. C. Allinger, E. J. Griffis.

Logan Co. Board: J. E. Wells, H. W. Johnson, Jo. Timmons.

Auglaize Co. Board: J. Hauss, T. Stinemann Vansteenburg.

Clark Co. Board: J. W. Berk, J. F. Plice.

Champaign Co. Board: W. Woodward, Grant McMorran, E. T. Woodcock.



Pres. Ed. McCue.

Vice-Pres. J. G. Wolcott.

Secy. M. W. Miller.

& Western Ohio Grain Dealers Asso. That the past year has been a very trying one for our Asso. all well know, and especially do the officers and Governing Board know that fact.

It has been a particularly troublesome year from the fact that there have been very short crops of all cereals, there not being enough to go around, giving each his usual amount of business, making competition in all localities exceedingly keen.

This has been particularly true wherever our territory approaches any of the larger places such as Dayton, Springfield, Lima, etc. Dayton in particular has been a very peculiar proposition this year and all of our members within 30 miles of Dayton have felt heavily the effects of the competition of the Dayton retail market. While some members having interior trade with eastern Ohio and Western Pennsylvania have been able to command such prices from this interior trade as would enable them to meet this retail competition to a great extent, others have not been so fortunate in having this kind of trade to supply and have had to ship to terminal markets. This has created some little friction at times. Those able to command this interior trade contending that prices were kept too low while those not having that trade to supply contended that prices were kept too high.

All things considered we have much to congratulate ourselves over, the fact that we are still in existence as an Asso., and

this action on account of ill health, having just recently been afflicted with a slight stroke of paralysis. The Asso. is thus deprived of the services of its most active member. President McMorran assures us that while obliged to be absent in person he is with us in spirit and that his heartiest wish is for the Asso. to continue successfully for the best interests of its members, hoping that he may so far recover his health as to be able to be with us at our future meetings, and again take an active part in our work.

The following report of the finances with all bills that have been presented paid in full to date, is respectfully submitted.

Balance on hand June 15th, '03.....	\$31.74
Recd from Membership Fees	45.00
Recd from annual dues	1,320.00
Recd from Ass't at Dayton meeting Oct. 29	51.00
Recd for Affiliation Ohio Shippers Assn.	32.00
Total receipts	\$1,529.74
Money paid to Treasurer	\$1,529.74
Orders have been allowed for the following expenses:	
General expense	\$308.09
Printing and Stationery	28.25
Postage	213.50
Telephone	53.85
Affiliation Dues Ohio Grain Dealers Assn.	216.00
Drafts returned unpaid	50.00

\$1,369.69

Pres. McCue thanked the members for the honor conferred and promised to do his best.

C. B. Jenkins told of the work of the Ohio Shippers Assn. and commended it to the support of the members.

Adjourned for dinner.

CONVENTION NOTES.

Altho everyone thoroly enjoyed the trip to the Cash Register Works, many were too weary to go to the Soldiers' Home. Those who did go had a pleasant time, were serenaded and fotografed.

At 8 p. m. all marched into the dining-room, where a banquet was served at the expense of the Assn. When the last course had been cleared away Pres. Jenkins of the state assn. told of the excellent work done by the assns. Then most of the auditors started for the 9 o'clock traction car and the meeting was at an end.

More ladies in attendance than at any preceding meeting of grain dealers. Among others were Mesdames Adlard, Allinger, Ammon, Baldwin, Brown, Brecount, Conger, Coppock, Falknor, Finknebine, Griffis, Hauss, Jenkins, G. Leggate, S. Leggate, McCue, M. W. Miller, S. B. Miller, Musselman, Myers, Patty, Plie, Persinger, Smith, Werts, Wolcott, Woodward and Misses Allinger, Griffis, Nutt, Patty.

Ed. Ammon, Gordon; G. M. Baldwin, St. Paris; C. Bayman, Greenville; J. W. Beck, Wingerlawn; H. D. Boroff, Dayton; O. S. Brecount, Thackery; F. L.

W. A. Nutt, Urbana; J. C. Paul, Botkins; C. M. Patty, Pleasant Hill; W. Persinger, Quincy; C. O. Peters, Columbus; J. F. Plie, New Carlisle; H. E.



Some of the Ladies in Attendance.

Brecount, Conover; J. F. Brown, Verona; J. H. Conger, Eaton; C. Coppock, W. Milton; F. E. and I. Cotterman, Lewis-

Sheets, Botkins; R. Smith, Sidney; T. B. Steineman, Minster; Jo. Timmons, Kenton; J. E. Wells, Quincy; P. D. Werts, Verona; J. G. Wolcott, Conover; E. T. Woodcock, and W. A. Woodward, Urbana.



A Few of the Dealers in Attendance.

About 2 p. m. all arrived at the works of the National Cash Register. After being shown about the works by well-informed guides, all were ushered into an assembly room, where a lecture on the growth, methods, policy toward employees and the welfare work of the company was profusely illustrated with stereopticon views. From the large, well lighted, perfectly ventilated factory buildings the dealers were taken thru the beautiful grounds and the boys' garden to the Officers' Club, where a light luncheon was served.

Among others in attendance were C. N. Adlard, Piqua; H. Allen, Troy; J. Allen, St. Johns; L. C. Allinger, Jackson Centre;

burg; B. E. and J. F. Detrick, Tippecanoe City; J. M. Dewese, Montezuma; E. M. Dull, Celina; O. Edwards, Troy; W. H. Ethell, Tippecanoe City; G. N. Falknor, Kessler; L. Finknebine, Anna; E. J. Griffis, Sidney; E. A. Grubbs, Greenville; Wes Hardman, Cable; C. E. Harmony, Kirkwood; J. Hauss, Wapakoneta; C. B. Jenkins, Marion; C. C. Johnston, Huntsville; H. Kress, Middleton; L. Landman, Piqua; G. Leggate, Westville; S. Leggate, Dogdyke, Lincolnshire, England; Ed. McCue, Arcanum; S. S. Makepeace, Troy; T. B. Marshall, Kirkwood; M. W. Miller, Piqua; S. B. Miller, Englewood; C. E. Morlatt, Camden; J. H. Musselman, Eaton; C. M. Myers, Ludlow Falls;

Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to June 27, have been 136,136,598 bus.; compared with 247,634,307 bus. for the corresponding period of the preceding year.

Corn receipts at primary market for the present crop year prior to June 27 have been 162,939,481 bus.; compared with 146,648,640 bus. for the corresponding period a year ago.

Books Received

LINSEED OIL INDUSTRY.—A history of the industry and an account of the methods of manufacture of linseed oil and cake are contained in a scholarly pamphlet published by Spencer Kellogg, the well known independent oil manufacturer of Buffalo, N. Y.

MCCORD'S COMPLETE OATS CALCULATOR contains tables for instantly finding the cost of any number of pounds of oats from one to 100,000 at a rise of ¼ cent per bu., from 10 cents to 90 cents per bu., calculated in pounds at the bu. price. Each page is 11½ x 12½ inches, one price to each page, the costs being given from 1 to 1,000 pounds in 10 columns of 100 weights each, with an additional column of even thousands. The figures are plain black. A supplement of 150 pages gives freight rates at 1 cent to \$1 per 100 pounds for those who have occasion to buy or sell by the ton. Bound in strong flexible cover. Compiled by Jos. A. McCord and published by the McCord Book Co., Atlanta, Ga. Price, \$7.50.

Meeting Minnesota and Dakota Dealers.

The Third annual meeting of the So. Minn., and So. Dakota Assn., was held in Holcomb Hall Minneapolis on June 21st.

Pres. Brenner called the meeting to order and read the following address:

President's Address.

It gives me great pleasure to state that the condition of your asso. financially is in excellent shape. Your membership has been materially increased during the past year, with excellent prospects of a continued increase, and, in consequence, increase in influence for the good of the trade. Your present secretary took hold of the work after the grain buying season was well advanced, which placed him at a great disadvantage, but I am very glad to state that notwithstanding this handicap Mr. Quinn has demonstrated that he is eminently fitted for the position of secretary.

Considerable progress has been made along the line of ascertaining the sentiment of the commission men of Minneapolis with regard to your asso. and with regard to their attitude towards the regular grain trade as a whole, and I am pleased to state that, generally speaking, the commission men here are friendly towards the regular grain trade. A few we have found who, for one reason or another, take the position that they will accept shipments from farmers, scoop-shovel men or anyone else, who may choose to ship them their grain. We, of course, can have no quarrel with them if they believe that it is right for them so to do, neither can they quarrel with us if we prefer to ship our grain to the commission man who is friendly to us, and who will do everything he can to protect our interests and will not make advances to nor encourage people that have no proper facilities for handling grain, and that are not regularly engaged in the grain trade. In this respect you can be of much assistance to your secretary by keeping him posted as to such shipments and as to any card bids that may be made to other than the regular trade. This asso. cannot boycott nor can it ask you to boycott such firms as are unfriendly to its interests, but there is nothing to prevent your individual action along this line should you see fit to take such action. It should make no difference whether this encouragement of irregular buyers or shippers is at your station or at another; the tendency is to harm the grain trade as a whole and it may strike at your station next. You are entitled to a reasonable profit on the grain you buy and any person that takes action that may prevent you or your fellow grain buyer from obtaining that reasonable margin is certainly not your friend.

In connection with Mr. J. L. McCaull and Mr. Alvin Poehler, of the transportation committee of the Minneapolis Chamber of Commerce, your secretary and myself recently had a conference with the State Warehouse & Railroad Commission relative to state weights. In some respects the service has been unsatisfactory and we were able to show the Commission evidence of carelessness and other transgressions on the part of the deputy state weighmasters and we preferred certain requests to the service with a view to having the service bettered, and while we have no formal answer as to whether our requests will be granted, or not, we are quite certain, from the views expressed by the Commissioners at the meeting and from what correspondence has been had with them and with Mr. Quist, Chief Weighmaster, that they will do everything in their power to make the service as perfect as it can be. We expect to continue to keep a watchful eye on this matter with a view to correcting any evils that may appear in the future, and we believe that we may confidently figure on having the hearty co-operation of the Department in improving the service.

In regard to the state inspection of grain; the present Chief Inspector has taken a great deal of interest to have the inspection as nearly even as may be, and certainly he has made very great progress in this respect, particularly in the inspection of corn and oats. There are some points in the reinspection and appealing from the reinspection of grain which to us do not seem right, and we

expect to take the matter up with the proper authorities and make an effort to have this matter corrected.

A great many of our members have suggested that some action be taken in the matter of a reciprocal demurrage, and it seems to me that something along this line would be just and right and would be of much benefit to the trade. There is no doubt that at present we are receiving unjust treatment from some of the railroads. A few states, notably West Virginia, have enacted legislation along this line, and it is said to work very satisfactorily. The only way that any progress can be made in this matter would be by state legislation or negotiations with the railroad companies, or both, and with this in view I would suggest that you create or authorize the creation of a legislative committee of three or more members for each state to whom this and all similar matters may be referred, and that you give the committee the necessary power to act; and that you authorize your governing board to place such funds at their disposal as may be deemed necessary by said board. In the meantime, I believe it would be wise for each of you to interview your present or prospective legislators with a view of ascertaining their views in this matter. In this connection I wish to call your attention to the important concessions made to the Iowa & Nebraska Coal Dealers' Assn. by the railroads after the coal dealers had caused certain bills to be introduced in the Legislature. These concessions, as I understand it, were made by negotiation after the bills had been introduced, and when this agreement had been reached the bills were withdrawn. I do not believe that we should move in this matter through the Legislature until we have first exhausted every effort possible towards adjusting this matter amicably with the railroads themselves. It is not and should not be the purpose of this organization to antagonize the railroads unnecessarily. On the contrary, it should be our purpose to work in harmony with them if possible.

It has occurred to me many times when I have learned of village and city councils putting a per diem or other license tax on box car merchants, wagon or other peddlers and transient merchants, at the instance and for the protection of the local merchants, what good reason could there be advanced for not putting a tax on the man that uses a box car, an apron and a couple of scoops for an elevator. I can see no reason, if it is just to protect the local merchant by a license tax, why it is not just to protect the local elevator man similarly. I presume, in many instances, the reason for our not having this protection is because we have not asked for it.

Year by year we are having more and more competition, both locally and from the fact that more railroads are built and additional towns opened. In a large portion of our territory, practically all the tillable land is now under cultivation, and many of us are facing the prospect of too many elevators for the business in our territory. Having this before us, I believe we should do almost anything to encourage farmers to raise more bushels on the same acreage by improved methods of planting and cultivating, and particularly the planting of better seed; thus increasing the amount to be handled at our stations and, in a measure, at least, off-setting the increased competition. It will be better not only for us but for the farmer and the community in general, and we may be sure that the State Agricultural Department will be glad of our assistance and do everything that may be to help the work along. Prof. Hayes, of the State Experiment Station, will address you this afternoon on this subject, and I should like to have every one of you present to listen to the address, for I am sure that it will be of benefit to you. In this connection I take the liberty of quoting from the annual address of President King, of the Iowa Asso., as follows:

"The horizon of our vision was limited as applied to the grain trade, but as we progress in the work we have a wider range of view. The first thought was more especially of local matters; now we have taken into consideration matters of wider scope. As our work has broadened, our influence for good has increased and the benefits to our membership have become greater."

I take it that one of the most important of these matters of "wider scope" which the Iowa Asso. has undertaken, is this work of crop improvement, and in Iowa much has been accomplished and Iowa is now ahead of us in this respect,

but I trust that in the near future we may be fully abreast of her in this great work. The time is past when we can afford to laugh at scientific or business farming. Land is, and will continue, increasing in value and the farmer who follows the old slipshod method of scratching the ground and sowing anything in the way of seed and expecting a kind providence to make the weather and other conditions so that he may make a crop is bound to go under. It is another case of the "survival of the fittest." You have a duty, not only to yourselves, but to your farmers and the community in general. Talking this once to a farmer will probably be of very little benefit. You must keep everlastingly at it; ding it into them morning, noon and night. Interest your merchants and banker, and particularly interest the editor of your local paper, for he can reach them often and more of them than you can. I have had the privilege of reading in advance the very able report of the grain improvement committee of the National Asso., of which Mr. J. L. McCaull is chairman, which treats the subject very fully, and I have requested your secretary to have sufficient number of this report printed for distribution amongst the trade, and I urge that you read it carefully.

Pres. Brenner: The next on the program is the report of the Secy.

Secy. Quinn read the following secretary's report which, upon motion by W. H. Chambers, was adopted.

Secretary's Report.

The Governing Board, at the last annual meeting, elected as your Secretary, Mr. O. T. Huyck, who assumed the duties of the office under most trying circumstances, being shortly afterward afflicted with a serious illness which resulted in his untimely death.

The services he rendered during his short incumbency were found of great assistance in our endeavors to expeditiously carry out the objects of the Asso., and the services he so earnestly and capably rendered merit your most kindly consideration.

As you are aware, your present Secretary's term does not comprise a full year, and conditions were unfavorable when he took up the work of the office, as the crop movement was well under way, and a large percentage of the membership were dissatisfied on account of the unsatisfactory manner in which the work had been conducted the previous year.

Aug. 1, 1903, our membership numbered 139 dealers, operating 692 elevators. Today our membership numbers 236 dealers, operating 946 elevators, an increase of 97 members and 254 elevators.

The influence and prestige established by this Asso. will be correspondingly increased as we grow in numbers, for it is apparent to you all that the influence and prestige of an organization is measured by its membership. There is a large field for increasing our membership, there being in the territory of the Asso. 420 dealers operating over 600 elevators, who are not members, though many of them have been benefited through the influence of the Asso.

Each member of this Asso. should feel that he is indispensable to its success and that his individual co-operation and assistance is essential to effective work. To those dealers present who are not members I would say that this Asso. does not dictate to its members, in any sense, what prices they shall pay for grain or how they shall conduct their business, but, believing that the grain dealer is entitled to a fair remuneration for his labor and interest on his investment, we favor dealers agreeing among themselves on reasonable margins of profit consistent with the safe conduct of their business and at all times recognizing the rights of the farmer and public.

MEETINGS: Forty local meetings were held throughout the two states since November 1st, nearly all of which were favored by an excellent attendance, good results being attained in the majority of instances. The primary object of these meetings was to afford an opportunity for dealers at competing stations to meet socially, become better acquainted and establish friendly relations as a basis for future work. In addition to creating cordial relations between competitors my object was to become thoroughly acquainted with conditions in the territory of our membership, that I might be able more intelligently to serve your interests.

The meetings the past year developed

many complaints regarding the failure of the Minnesota Weighing Dep. to note on weight certificates the condition of arrival of bad order cars. In December your Secretary addressed a letter to P. P. Quist, State Weighmaster, upon this subject and upon receipt of his reply a copy of the correspondence was mailed to all members, with the request that they at once write to C. F. Staples, a member of the Minnesota Railroad and Warehouse Commission, requesting him to instruct the weighing department to note on all weight certificates the condition of arrival of all bad order cars, and in February we were pleased to be informed that your requests had been acceded to.

LEAKY CARS: I take from the records of the State Weighing Dep. at Minneapolis, the following statement, which discloses a gross carelessness on the part of the shipper and the necessity of improved car equipment.

Out of a total number of 154,743 cars received in Minneapolis from June 1, 1903, to May 31, 1904, 16,179 were in bad order, subdivided under different heads as follows: Leaky grain doors, 4,996; leaky cars, 3,073; no seal, 5,301; broken seal, 1,032, and 1,777 with the doors open.

That shippers are careless in the proper cooping of cars is evident, and if you desire to reduce the possible chances of shortages to a minimum, too great care cannot be exercised in determining if the cars placed at your elevator are in a fit condition for the stress they are subject to in transit.

BULLETINS AND COMPLAINTS: It is a fact to be regretted that many of our members do not attach sufficient importance to circular letters sent out by the Secretary and which request replies. If you are solicitous of the success of the Asso., and we feel sure that you are, you should not fail to respond promptly to all letters of inquiry by giving us your advice and opinion on all matters of general interest to the members. In failing to reply promptly to those letters you are retarding the work of the Secretary and impairing the intelligent and expeditious work of the organization of which you are a part.

If we were to write personal letters to each member on matters of general importance it would require unwarranted additional office help and expense. We must have your replies that we may be well advised of the general sentiment of the members on all questions demanding prompt action upon the part of the officers of the Asso. If you expect your Secretary to give you good service it is absolutely necessary that you report promptly all irregularities existing in your locality, and it is incumbent upon you to file them whenever the occasion arises. The Secretary's services are always at your disposal and you should command them frequently.

I desire to say a few words regarding our relations with the commission merchants. In the main we have been treated courteously by the commission men and many of them have clearly demonstrated a disposition to confine their business to the regular dealer and appreciate the position of those who have their money invested in elevator and warehouse property and maintain an open market for the accommodation and benefit of the farmer and public. On the other hand, I find from data in my possession, there are commission merchants here in Minneapolis who are favored with a most liberal patronage by members of this Asso. who are evasively encouraging the competition of those who are in a position to injure the interests of the regular shipper and their actions cannot be construed as friendly. I have refrained from advising you of this condition, for the reason our membership was not equal to the occasion until the present time—preferring to take the matter up in a friendly way—and if those commission merchants persist in entering into direct competition with the regular country dealer they cannot consistently expect the patronage of the members of this Asso., who have the right to confine their shipments to those firms who are friendly.

You are all familiar, to a greater or less degree, with the success attained by the grain dealers' asso's of our sister states, and what they have accomplished is conclusive evidence of what can be accomplished by you through well directed effort and concerted action.

ARBITRATION: In view of the fact that complaints have been received at the Secretary's office regarding some of our members failing in their contracts and becoming entangled in disputes with receivers, emphasizes the necessity of the

establishment of a Board of Arbitration with whom all differences between buyers and sellers may be filed for adjustment.

We cannot consistently expect the courtesies and consideration of the commission men whose co-operation, in a large degree, is essential to our success, unless we in return give them some assurances of the integrity and fairness of our members. The Secretary has been able to secure satisfactory settlements in numerous instances, and has referred one case to the Governing Board for arbitration.

SEED GRAIN: The profitable handling of the last wheat crop proved to be one of the most perplexing and difficult problems in the history of the grain trade on account of the enormous amount of low grade wheat which you had to handle with limited facilities. A large percentage of this inferior quality was caused by smut, and it cost you and your farmer patrons thousands of dollars by loss in grades and decreased yield. That you might guard against a repetition of this deplorable condition we had printed and distributed, early this spring, 30,000 hand bills, outlining, under the direction of Prof. Hayes, of the Minnesota Experiment Station, a treatment that would positively eliminate smut in wheat. From the experiences many of you underwent, it is important that the grain dealers must take a more active interest in co-operating with the farmer in his endeavor to secure good seed and improve the quality of their product by raising it to a higher standard of excellence. The maximum area that can be cultivated in our territory has been almost reached. The number of elevators are increasing while the yield is decreasing and quality deteriorating, and it is up to you to awaken to a full realization of the necessity of seeing that your farmer patrons are supplied with the best seed obtainable peculiarly adapted to their locality.

DUES: On account of sufficient funds on hand one-third of the dues of the last two quarters was not assessed, it being thought practical to remit one month's assessment for each quarter.

FINANCES: The finances of the Asso. are in a very healthy condition. The total receipts, amounting to \$5,860.73, with disbursements of \$4,184.33, leaving a balance on hand June 1st of \$1,676.40. The disbursements have been on an economical basis as consistent with good service to the membership.

DIRECTORY: On April 1st, after long and tedious work, we published a directory of all the regular grain dealers in Minnesota, south of and including the Breckenridge Division of the Great Northern, and the whole of South Dakota. Notwithstanding the care given this work errors and omissions have occurred and it is to every member's advantage to have this directory's information absolutely accurate and reliable, and I desire to ask that you keep the Secretary well informed as to all changes in ownership of elevators, that we may be able to give commission merchants up to date information through our bulletins, which are issued periodically.

RECIPROCAL DEMURRAGE: This subject was brought to your attention through the suggestion of one of our members whose letter was incorporated in a circular sent out by the Secretary. It has attracted a lively interest and from the numerous responses it met with, the general trend of the replies, with few exceptions, is to the effect that this Asso. should take some action at this meeting that would result in the promotion of legislation that would result in improvement of the car service and place the relations of the common carrier and shipper on a more reciprocal basis.

LEGISLATION: The legislatures of Minnesota and South Dakota will convene in their respective capitals the coming winter, and I would urge upon you the importance of having a legislative committee for the purpose of looking after your interests that all members may be promptly advised of the promotion of any unwise legislation for such action on the part of members as, in the opinion of this committee, the circumstances would warrant.

CHANGE OF NAME: It has been suggested to your Secretary that he bring to your attention at this time the advisability of changing the name of this Asso. to one more clearly descriptive of the territory included. So far as I can determine there has been no definite boundary established in Minnesota, and the name South Minnesota has been criticized as indefinite, confusing and ill-sounding. In order to make any change

of this nature, it will require an amendment of Article 1, section 1, of the Constitution, and if the suggestion meets with your approval we trust you will take the necessary action to-day.

In conclusion, I desire to take this opportunity of expressing my appreciation of the valuable assistance given me by your president and members of the Governing Board, and to the members for their co-operation and many courtesies I extend my sincere thanks.

Pres. Brenner appointed the following committees:

On Nominations: H. Rippe, A. H. Betts, F. Crandall, E. A. Wheeler, Geo. Terwilliger, C. W. Thompson, J. T. Scroggs, M. M. Guthrie, W. A. Forsaith.

On Resolutions: W. H. Chambers, Geo. Shanard, Geo. Wohlheter, E. A. Brown, F. Peterson.

The convention took a recess to allow these committees to prepare their reports and when the meeting had been called to order again the Nominating Committee reported as follows:

For Pres: A. F. Brenner, Vice-Pres: E. A. Brown, Governing Board: A. A. Truax, W. S. Parsons, W. H. Chambers, Geo. Shanard and F. S. Kingsbury. The name of D. Williams, Webster, S. D., was later added to the Governing Board.

B. B. Anderson moved the adoption of the report and the motion was seconded and carried.

N. Johnson: Mr. Pres. I think we ought to take up the matter of demurrage. A great many circulars have been sent out containing copies of the laws of Virginia on this point. There have been cases where we have had to wait days and weeks and months for cars. It seems that in Virginia they have redress when the railroads fail to furnish cars. If that can be done in other places I think it ought to be tried here. I see in the Grain Dealers Journal that they are working along this line in Indiana. In my estimation something should be done in this matter of demurrage.

Pres. Brenner introduced G. S. Loftus who spoke as follows:

Demurrage.

The matter of demurrage is a subject in which the members of the Board of Trade of St. Paul have manifested a great deal of interest. A committee, of three was appointed to interview the members of boards of trades of other cities where reciprocal demurrage law was in operation. It is now in operation in Louisiana and Texas and recently passed in Virginia. The committee referred to got such information as we thought would enable us to act intelligently in taking the matter up in this state and other western states. Up to date we have met with a great deal of encouragement from the dealers throughout the west.

It is our opinion, after canvassing the situation thoroughly, that the way to meet with success in taking the bill up before the next legislature, as we have planned, would be to get the co-operation of business organizations, not only the grain industry, the boards of trade, chambers of commerce of the different districts, but the coal assns., the lumber assns., and all co-operate and work with this end in view. That is the way in which the movement has met with success in other states.

We know that we have a hard job before us. We want to undertake to enforce reciprocal demurrage, for the railroad companies have in the past three or four years reaped a harvest out of miscellaneous revenue as derived from demurrage charges. There was a time up to three years ago when the traffic departments were in a position to use their own discretion as to the cancellation of charges in case where shipper or consignee could show where delay was unavoidable, due to the fact that he was not able to get cars at the time the order was placed. Now they tell you to pay the demurrage and put in a claim for the amount and the claim will be handled upon its merits.

Of course, we all know how that turns

out. They find upon investigation that the claim is unjust and that the demurrage charge is fair. Now, one of the things we had in view was to make a rule reciprocal in every form that shipper could place his order on the railroad agent for a car, and when the order was filed secure acknowledgment from the agent of his order, showing the hour and date the order was filed and, if within the time limit they allowed you to load cars, empty cars have not been supplied, the order bears demurrage, until such time as empty car or cars are supplied.

We have had incorporated into the bill we will have introduced in the next legislature a provision to compel the railroad companies to move cars at the rate of 50 miles a day from the time it is billed out to the time it is delivered on hold track. If cars are delayed beyond that time it draws a penalty in favor of the owner, whether he be shipper or consignee.

In Virginia they charge \$10 a day for each day or portion thereof that the car is in transit beyond the time consumed at the rate of 50 miles a day. We know that the railroads have less influence in Virginia than they have in Minnesota and North and South Dakota, therefore we thought we would not ask more than we are entitled to, and we thought that billing them for the same amount they ask us to pay would be all we could expect.

Mr. Chambers read the following resolutions which were adopted:

COMMITTEE ON RESOLUTIONS.

Whereas, This Asso., has been called upon to suffer the loss of its Secretary, Mr. O. T. Huyck, by death, and

Whereas, The All Wise Being should judge of the passing of events. Therefore, be it

Resolved, That this Asso., now assembled, express its appreciation of the labors of Mr. Huyck, as its officer, and of his standing as a man, and that this resolution be made a part of the records of this Asso., and a copy of same forwarded to the family.

Whereas, At present the Governing Board of this Asso. is composed of five members and the President ex-officio, making a total of six, and

Whereas, In the fulfillment of their duties, a tie vote is possible; therefore, be it

Resolved, The constitution be changed to allow an additional member to be selected from the membership.

Whereas, Arbitration, as a settlement of legitimate differences that may exist among members of Grain Dealers' Asso's has proven very satisfactory with our adjoining Asso's, and

Whereas, All of the Asso's now affiliated with the National Asso. have duly organized boards of arbitration with well-defined rules governing the same, all subject to appeal to the National Board of Arbitration; therefore, be it

Resolved, That in view of these facts that this Asso. hereby adopt and change their by-laws and constitution to provide for such Board of Arbitration and rules governing their action.

Whereas, The business of handling grain is an important factor of the commercial conditions of to-day, and

Whereas, In consequence thereof a just recognition of proper laws affecting this business should be had, and

Whereas, No provision has been made in our constitution to provide for a proper committee to have matters of legislative action in charge; therefore, be it

Resolved, That the constitution of this Asso. be amended to provide for a committee of three (3) to be appointed by the President, whose duties shall be to look after the interests of members of this Asso. in whatever manner they may be affected by legislative action.

The following motion was made by Mr. Chambers and adopted: That such changes as may be made necessary in our constitution to conform to the board of arbitration be so made by adopting the present constitution of the Iowa Assn., with necessary changes and that the rules now in use by the Iowa Assn., be adopted as governing the members of this assn.

Pres. Brenner: I will suggest that the members of the committee on legislation be composed of members from each state represented by this assn.

W. H. Chambers: I will move that the Chair be delegated to appoint delegates to the National Assn., at Milwaukee which convenes tomorrow.

The motion was seconded and carried.

Adjourned to meet at 1:30.

Afternoon Session.

Pres. Brenner introduced C. F. Staples of the State Railroad and Warehouse Commission who spoke of the work of the Weighing and Inspection Depts.

Prof. W. M. Hays read a valuable paper on Improvement of Grain Crops.

Pres. Brenner: On behalf of the assn., I wish to thank Mr. Hays for this paper.

E. A. Brown: I move that Section 1 Article 2 of the Constitution be amended so as to include the territory covered by the C. St. P. M. & O., and the Great Northern Ry., in Nebraska.

Seconded and carried.

Secy. Quinn: It seems to me if we are going to take in this territory we ought to change the name of the assn.

Several names were suggested one of them being the Tri-state Grain Dealers Assn., and upon motion by Mr. Chambers the name of the assn., was changed from the South Minn., and So. Dakota Assn., to the Tri-State Grain Dealers Assn.

The meeting adjourned.

CONVENTION NOTES.

Two Chicago firms were represented Gerstenberg & Co., by H. Hahn and W. R. Mumford & Co., by H. C. Hatterscheid.

Iowa was represented as follows: L. G. Peters and H. Rohlk, Rock Rapids; M. T. Shepherdson and Geo. Terwilliger, Sioux City.

The following Minneapolis dealers attended the meeting: B. B. Anderson, A. F. Brenner, W. H. Chambers, F. M. and F. L. Davies, F. R. Durant, R. T. Evans, W. B. Hatch, M. W. Lee, L. N. Loomis, W. Parks, J. J. Quinn, Secy.; S. Strong, E. H. Tryon, E. G. Terwilliger.

South Dakota dealers in attendance were: E. T. Alguire, White; A. H. Betts, Mitchell; O. A. Carpenter, Sioux Falls; H. S. Gregg, Emery; J. T. Scroggs, Beresford; Geo. and W. J. Shanard, Bridgewater; C. W. Thompson, Parker; J. G. Walter, Canton.

The following Minnesota dealers were in attendance: E. A. Brown, Luverne; F. Crandall, Mankato; W. A. Forsaith, Hadley; M. M. Guthrie, Blooming Prairie; H. Hanson, Luverne; N. Johnson, Gibbon; F. S. Kingsbury, Heron Lake; C. H. Leaman, Mankato; G. S. Loftus, St. Paul; O. P. Nason, Pipestone; W. D. Parker & Son, Woodstock; F. Peterson, Hutchinson; H. Rippe, Fairmont; P. Voss, Echo; A. E. Wheeler, Canton; G. Wohlheter, Fairmont; Wm. Windhorst, Olivia.

Flax seed exports during the 10 months prior to May 1 were 758,211 bus., compared with 3,907,219 bus. during the corresponding months of last season.

The condition of clover in Kentucky is reported by Hubert Vreeland, commissioner of agriculture, to have been 82 per cent June 1. Clover is short but the stand is up to average.

Clover seed continues sleepy. Needs a tonic. Speculation indifferent. Crop expected to be short, but may be larger than last season. Foreign prospect must be considered. Prices are above an average for June. Too early to take a decided stand. Reserves are small, but a trifle larger than year ago.—C. A. King & Co.

Seeds

Berg & Smalley have succeeded E. Annabil & Co., McPherson, Kan.

The annual meeting of the Wholesale Seedmen's League was held June 24 at St. Louis, Mo.

T. E. Buckbee, of Rockford, Ill., father of H. W. and John T. Buckbee, died June 7, aged 70 years.

The A. A. Berry Seed Co., of Clarinda, Ia., is extending its growing facilities and increasing that department of its business.

The prospects for seed crop are good, altho everything is much later this year than normal, writes the A. A. Berry Seed Co., of Clarinda, Ia.

Timothy seed exports during the 10 months prior to May 1, were 12,185,522 lbs., compared with 17,723,620 lbs. during the same period of last season.

Clover seed exports during the 10 months prior to May 1 were 6,410,843 lbs.; compared with 15,476,420 lbs. during the corresponding period of 1902-3.

Philippine imports of flax and timothy seed for the 12 months prior to Jan. 1 were 1,410 lbs.; compared with 7,445 lbs. during the corresponding period of the preceding season.

Grass seeds other than clover and timothy, exported during the 10 months prior to May 1 were valued at \$574,022; compared with \$296,600 during the same months last season.

The J. C. Robinson Seed Co. has been incorporated at Omaha, Neb. The capital stock is \$10,000; and the incorporators are Jas. C. Robinson, Mary T. Robinson, Wm. J. Mack and Louis S. Gould.

The Philippine imports of clover seed for the 12 months prior to Jan. 1 were none; compared with 120 lbs. during the corresponding period of the preceding season, as reported by the War Department.

Secy. of Agriculture Wilson announces that the collection and testing of seeds will begin July 1 under the act of congress, as follows: The Sec. of Agriculture is hereby directed to obtain in the open market samples of seeds of grass, clover or alfalfa, test the same, and if any such seeds are found to be adulterated or misbranded, or any seeds of Canada bluegrass (*poa compressa*) are obtained under any other name than Canada bluegrass or *poa compressa*, to publish the results of the tests, together with the names of the persons by whom the seeds were offered for sale.

Seed receipts at Chicago during the week ending June 25 were 360,100 pounds of timothy seed, 26,000 pounds of clover seed, 156,850 pounds of other grass seed and 329,104 pounds of flaxseed; compared with 373,030 pounds of timothy seed, 740 pounds of clover seed, 341,750 pounds of other grass seed and 35,913 pounds of flaxseed during the corresponding week of 1903. Shipments for the week ending June 25 were 48,610 pounds of timothy seed, 36,070 pounds of clover seed, 119,590 pounds of other grass seed and 3,150 pounds of flaxseed; compared with 170,385 pounds of timothy seed, 97,750 pounds of clover seed, 171,030 pounds of other grass seed and 5,580 pounds of flaxseed during the corresponding week of last year.

Organization of Grain Dealers Adjustment Company.

The grain dealers met in the Directors' Room of the St. Louis Merchants Exchange, Tuesday morning, June 21, 1904, the meeting being called to order by Mr. C. D. Jones, of Memphis, Tenn.

The first step taken was the electing of a temporary secretary. Vote was taken and Mr. W. B. Harrison, of St. Louis, was elected temporary secretary.

Mr. Jones then addressed the meeting on the subject of their coming together. After his speech Mr. W. W. Granger, of Cincinnati, was elected temporary chairman.

The following grain dealers were noted present: A. R. Sawers, of Rosenbaum Grain Co., Memphis and Chicago; Henry A. Klyce, Dyersburg, Tenn.; F. A. Farmer, Kansas City, Mo.; Greer & Co.; John Wiedmer, St. Louis, Mo.; C. W. Wisner & Co., Memphis, Tenn.; P. P. Williams Grain Co., St. Louis, Mo.; H. Lee Early, of Early & Daniels, Cincinnati, Ohio; A. Hertz, of Hall Baker Grain Co., Kansas City, Mo.; E. S. Catlin, of Cochrane Grain Co., St. Louis, Mo.; T. G. Williams, of Zorn & Co., Louisville, Ky.; J. V. Metzger, of Metzger, Hill & Co., Cincinnati, Ohio; S. Hardin, of Samuel Hardin Grain Co., Kansas City; A. Brandeis & Son, Louisville, Ky.; John F. Courcier, of W. H. Small & Co., Evansville, Ind.; J. H. Wilkes, of J. H. Wilkes & Co., Nashville, Tenn.; Wm. J. Miller, of Miller & Co., Nashville, Tenn.; F. D. Gill, St. Louis, Mo.; W. B. Harrison, of W. B. Harrison Grain Co., St. Louis; Jno. M. Morton, Missouri Valley Export Grain Co., Kansas City; J. C. Shofner, of Neil & Shofner, Nashville, Tenn.; Geo. Hardy, Union City, Tenn.; W. S. Washer, of Washer Grain Co., Atchison, Kan.; H. H. Maury, of Webb & Maury, Memphis, Tenn.; T. B. Andrews, of Davis & Andrews, Memphis; C. D. Jones, of Williams & Fitzhugh Co., Memphis; J. W. Fulghum, of Shanks, Phillips & Co., Memphis; J. B. Magee, of Redman, Magee & Co., Cairo; A. E. Rust, of Halliday Milling Co., Cairo; Wm. Burke, of Missouri Valley Grain and Export Co., St. Joseph, Mo.; M. Rothschild, of D. Rothschild Grain Co., Davenport, Iowa; H. H. Hughes, of Hughes Warehouse & Elev. Co., Nashville, Tenn.; Geo. F. Powell, of Connor Bros. & Co., St. Louis; A. P. Richardson, of Richardson Grain Co., St. Louis; O. A. Orvis, of Orvis Grain Co., St. Louis; R. J. Pendleton, of McReynolds & Co., St. Louis; Missouri Grain Co., Moberly, Mo.; F. P. Brockmann, of F. P. Brockmann Grain Co., St. Louis; E. R. Peirson, of H. L. Strong Grain Co., Kansas City, Mo.; E. H. Young & Co., St. Louis; D. C. Mohler, Des Moines Elev. Co., Des Moines, Iowa; Kennedy Grain Co., St. Louis; F. P. McClellan, St. Louis; G. A. Adams, of G. A. Adams Grain Co., Kansas City, Mo.

A short discussion ensued, touching on the needs of an organization, participated in by several gentlemen, after which Mr. Geo. F. Powell, of St. Louis, moved that a Committee on Organization be appointed by the chairman, said committee to report by 11:45 a. m. The motion carried, and the Committee on Organization immediately went into session.

At 11:45 the committee reported that they had arrived at an understanding of the vital points to be considered by the meeting, but asked for more time in which to prepare a report. It was voted to al-

low the Committee on Organization until 3 p. m. to make a report.

The meeting then adjourned and the Committee on Organization went into session.

At 3 p. m. the meeting was again called to order by the chairman, and report from the Committee on Organization was called for. The report was submitted. Same was thoroughly discussed, and after slight amendments were made, the report was adopted.

A paper was next read to the association, and on motion which prevailed said paper was recommended to be signed as an agreement by all desiring to become members of the company, substance of the paper being that:

"We, the undersigned, subscribe to the Grain Dealers' Adjustment Co. as proposed here to-day, and agree to be governed by the rules and regulations, to pay \$100.00 per annum dues, and in case organization should not be completed the expenses should be pro rated and borne by subscribers."

Motion, "That this association be incorporated under the laws of some state advised by an attorney as the best state for us, as soon as we have enough people to join us, and that no steps be taken until such corporation papers be filed." Motion adopted.

The next business to receive attention was the election of officers, which resulted as follows:

W. W. Granger, Cincinnati, President.
C. D. Jones, Memphis, First Vice-President.

J. C. Shofner, Nashville, Second Vice-President.

H. Mueller, Chicago, Third Vice-President.

J. F. Courcier, Evansville, Fourth Vice-President.

A. R. Pierson, Kansas City, Fifth Vice-President.

Board of Directors—T. G. Williams, Louisville; T. B. Andrews, Memphis; J. B. Magee, Cairo; John Weidmer, St. Louis.

Treasurer—A. Brandeis, Louisville.

Moved, that the chairman appoint a committee of three to complete the organization so far as subscriptions were necessary, Mr. C. D. Jones acting as chairman of the committee. Motion carried.

Upon vote it was decided that the secretary's headquarters should be located in St. Louis.

Vote of thanks was tendered the St. Louis Merchants Exchange for the use of the Directors Room.

Adjournment.

W. B. HARRISON,

ARTICLE I.

Name.

Section 1. The name of this organization shall be the "Grain Dealers Adjustment Company."

ARTICLE II.

Objects.

Section 1. The prime object of this company shall be to enforce contracts and to encourage the adoption of uniform methods of transacting business, based upon sound principles in which the rights of the buyer and seller are clearly defined at the outset, thereby preventing friction and promoting harmony; to establish rules and regulations whereby grievances and differences may be promptly, fairly and equitably adjusted, and the dissemination of useful information.

ARTICLE III.

Officers.

Section 1. The officers of this company shall consist of a President; First, Second, Third, Fourth, and Fifth Vice-Presidents; Secretary and Treasurer, none of which are to receive any compensation

whatever, except the Secretary as provided in Section eight of this article.

Section 2. A Secretary shall be employed by and subject to the rules of the Board of Directors.

Section 3. There shall be a Board of Directors consisting of five members, four of which shall be selected by popular vote at each annual meeting, and the fifth shall be the President of the company; the traveling expenses of the Board of Directors when attending meetings of the Board of Directors shall be defrayed by the company.

Section 4. Any vacancies in the Board of Directors shall be filled for the unexpired term by the remaining members of the Board, in such manner as they shall deem proper.

Section 5. Three members shall constitute a quorum of the Board of Directors.

Section 6. The duties of the officers of this company shall be those usually imposed upon such officers in similar organizations, and such other duties as the Board of Directors may order, with the exception of the Secretary, whose duties and compensation are defined in Section eight.

Section 7. All questions of differences arising shall be left with the Secretary to adjust as his judgment shall dictate.

Section 8. It shall be the duty of the Secretary of this company to devote his entire time to the affairs of the company, applying the principles of arbitration whenever possible in the adjustment of differences between buyer and seller, under the direction of the Board of Directors, and for his services he shall receive such compensation as ordered by the Board of Directors.

Section 9. The Secretary and Treasurer shall be required to give a surety bond acceptable to the Board of Directors, premium of said bond to be paid by this company.

ARTICLE IV.

Meetings.

Section 1. The regular annual meetings of this company shall be held on the second Friday in June of each year. Place of meetings to be determined by the Board of Directors, and notice to be sent to all members by the Secretary.

ARTICLE V.

Membership.

Section 1. Any individual, firm or corporation engaged in the buying and selling of grain and grain products, may become a member of this company upon application duly approved by the Board of Directors, and the payment of the dues and fees as prescribed, and that the organization shall consist of eighty members or more.

Section 2. If any individual, firm or corporation desires to withdraw from the company, it shall give the Secretary notice of such intention, and the Secretary shall at once notify all members of the company, and at the expiration of thirty days, if no charges or complaints shall have been received, or are pending against said party or corporation, it shall be allowed to withdraw; otherwise any charges or complaints shall first be adjusted, and when adjusted such firm or corporation shall be allowed to withdraw.

ARTICLE VI.

Fees and Dues.

Section 1. The dues in this company shall be One Hundred Dollars per annum, payable in advance.

ARTICLE VII.

Rules.

Section 1. Any member or buyer feeling that he has cause of complaint, shall state his complaint in writing and present it to the Secretary of the company.

Section 2. Any change, amendment, or addition to these By-laws can be made by a two-thirds majority mail vote, signed by the members and forwarded to the Board of Directors on date set forth. The Board of Directors must receive a two-thirds majority of the company membership to so do.

Shipping Terms:

Immediate shipment shall mean three business days at place of shipment.

Quick shipment shall mean five business days at place of shipment.

Prompt shipment shall mean ten business days at place of shipment.

And any given number of days shall mean that number of business days at place of shipment, excluding the date of sale, the time of shipment shall be figured from the date of receiving full shipping directions.

(Adopted June 21, 1904.)

Grain Trade News

CANADA.

Port Arthur, Ont.—The power plant of King's eltr. has been increased.

Lethbridge, Alta., has voted to exempt eltrs. and mills from taxation 15 years.

Ochre River, Man.—E. G. Oliver's eltr. burned June 6 with 3,500 bus. wheat. Insured.

Port Arthur, Ont.—The Canadian Northern Ry. Co. has placed its two new eltrs. in operation. Their capacity is 3,500,000 bus.

Fort William, Ont.—Mr. Ames of the Ames-Brooks Co., Duluth, Minn., visited Fort William, June 17, to look over the site of a prospective eltr.

Winnipeg, Man.—A party of grain dealers headed by W. W. McMillan, visited the officials of the Canadian Pacific R.R. recently to urge the need of a better car supply to handle the coming crop.

Winnipeg, Man., June 23.—I might add that the crop prospect in Manitoba and the North West Territories is excellent. We are having ideal weather all over the country for producing a bountiful crop.—Frank O. Fowler.

Port William, Ont.—The blowing out of the cylinder head of the engine in Eltr. D, June 16, is most unfortunate, coming after the burning of Eltr. B. The movement of the 2,000,000 bus. of wheat in store will be seriously delayed.

Port Arthur, Ont.—A large Hess Grain Drier & Cooler has been ordered for the Canadian Northern Ry. Co.'s eltr. now in course of construction. The Hess Warming & Ventilating Co. will open a shop and construct the drier on the spot of Canadian material. The machine will have a daily capacity of 12,000 to 14,000 bus. and will be used chiefly on Manitoba wheat.

Montreal, Que.—The Corn Exchange adopted resolutions, June 14, protesting against the provision of clause 32 of the bill, whereunder the grain survey board would be appointed by the Governor-General-in-Council, and urges instead, that, so far as Toronto and Montreal are concerned, the grain survey boards shall be constituted as are the present boards of examiners, namely, appointed by the local board of trade.

Winnipeg, Man., June 15.—Frank Fowler, secy. of the Northwest Grain Dealers Assn., in his circular No. 86, reports the condition of the growing crop over the whole country as first-class, with the exception of some small areas, which were sown late on account of too much water in the spring. The area under wheat is 3,420,000 acres, an increase of $9\frac{1}{2}\%$; area of oats, 1,205,960 acres, an increase of $9\frac{1}{2}\%$; of barley, 392,569 acres, an increase of 3%, and of flaxseed, 46,540 acres, a decrease of 28%.

In his testimony before the grain inspection committee at Ottawa, June 16, C. C. Castle, warehouse commissioner, said that last year he had visited England and had found Canadian No. 1 hard divided by the buyers into two grades. One was really No. 1, and the other was one-

half higher. One was the grain inspected at Winnipeg and the other at Toronto. The reason for this was the different ideas the inspectors of the two places had for No. 1 hard wheat. Mr. Castle said the Manitoba Grain Act worked well; and the inspection at Fort William or anywhere east of Winnipeg was so unnecessary that he thought it should be made only on complaint of shippers or inspectors.

Ottawa, Ont.—Before the special committee of the commons to investigate amendments to the Grain Act W. R. Gear, first vice-pres. of the Montreal Board of Trade, testified that the Montreal Board of Trade and Corn Exchange had decided by resolutions that the Montreal Board of Trade should have the control of inspection at that port, and have charge of the inspectors, so that certificates could be regulated by them. Mr. Gear explained that they wanted the inspection placed under the charge of boards of trade all over the country. The system worked well in the United States, and it would work well in Canada. Grain could be sold in Britain under Montreal inspection, Toronto inspection, and so on. He was not in favor of uniform inspection. He believed that uniform inspection restricted trade. C. N. Bell, secy. of the Winnipeg Grain Exchange, said the Grain Act gave the most satisfaction and was the most perfect system of inspection in the world. After a test of three years the Grain Growers Assn., the shippers and the railway were all satisfied. They wanted no interference as far as the east was concerned. He said the government inspector was better than that of the board of trade. He read the opinion of the corn exchanges in Britain against any change. One adulterated car in Britain would destroy the whole season's crop. There should be no inspection east of Fort William. Alex. McPhee, of Montreal, was opposed to mixing at Fort William. James Carruthers of Montreal claimed that the boards of trade should make the inspection.

CHICAGO.

Memberships in the Board of Trade are selling at \$3,075.

Ed Hymers has accepted a position as oats salesman with the Pope & Eckhardt Co.

Too many incendiary fires are making Chicago grain and feed warehouses a bad risk.

The officers of the Irving J. Isbell Co., a get-rich-quick concern, recently were raided by the police.

The transportation committee of the Board of Trade has urged the Chicago Freight Committee to bring up at its next meeting the matter of discrimination in freight rates against Chicago.

The new department of grain sampling and seed inspection has opened its offices on the 7th floor of the Board of Trade bldg., with 21 men, under the supervision of Chief Sampler R. P. Kettles.

A hearing on the grading of corn will

be had July 7 at 2 p.m. by the state railroad and warehouse commissioners to learn the wishes of the trade on the establishment of grades of new corn from Nov. 1 to Apr. 12 each year.

Edwin C. Day has been appointed receiver for W. H. Laidley & Co., grain commission merchants, who operated over 70 branch offices, principally in Michigan and Wisconsin. The liabilities are over \$50,000, and the assets much less. The failure was caused by too heavy expenses.

W. Scott Cowen, of Shannon, Carroll Co., Ill., who was vice-chairman of Yates' campaign committee, has been rewarded with the position of chief grain inspector, succeeding Joseph Bidwill. Mr. Cowen was formerly a dealer in live stock, a postmaster in 1889 and a delegate to the republican national convention in 1892. Mr. Cowen expects to make very few changes in the personnel of the 91 men employed in the state grain inspection department.

COLORADO

Lamar, Colo.—The Arkansas Valley Hay & Grain Dealers Assn. held a meeting June 14 at which the following officers for the coming year were elected: Pres., Charles Maxwell, Lamar; vice-pres., F. D. Stoop, Rocky Ford; secy-treas., H. B. Dye, Manzanola. The above officers with J. C. Davidson of Las Animas and John Crozier of La Junta, comprise the board of directors.

ILLINOIS.

Owaneco, Ill.—George Ritscher is building an eltr.

Read Secy. Wells paper in the account of the annual meeting of the Illinois Assn.

Prairie Hall, Ill.—W. S. Smith of Mt. Zion will remodel his eltr. during the summer.

Hulls, Ill.—The grain eltr. at this place will be sold by the order of the court July 11.

Chestnut, Ill.—It is said the eltr. of the Mt. Pulaski Grain Co. will be remodeled.

Gays, Ill.—The new eltr. of Treat & Morrison is completed. It has a capacity of 20,000 bus.

Loami, Ill.—S. P. Campbell and J. W. Workman of Curran, Ill., have bot the eltr. of Lowry Hert.

Piper City, Ill.—Thompson Bros. have bot the eltr. of Jas. Walsh, Jr., and will take possession July 1.

Glenarm, Ill.—Mr. Barbee, of Auburn, has bot the eltr. here and installed an outfit for grinding feed.

Blandinsville, Ill., June 17.—Crop conditions here are promising for both corn and oats.—F. E. Sharp & Co.

Kilbourne, Ill.—Edwin Blakely has sold his eltr. to Smith-Hippen Co., of Pekin. T. M. Madison will have charge.

Piper City, Ill.—Jas. Walsh Jr., sold his eltr. to Thompson Bros., consideration \$20,000. Possession to be given July 1.

Block Sta., Ill.—M. J. McDermott has started his 40,000-bu. eltr. built by the Burrell Engineering & Construction Co.

Coles, Ill.—The Mattoon Eltr. Co., began operating its new eltr. June 18. One farmer delivered 2,000 bus. the first day.

Eldred, Ill.—John Langer is remodeling his eltr. He has put in a new gaso-

line engine and will also install some new machinery.

Conover Siding, Ill.—The Smith-Hippen Co., of Pekin, has leased Edwin Blakely's eltr., and retained Mr. Blakely as manager.

Vienna, Ill.—Dwyer & Co. incorporated, \$2,400 capital. Incorporators, O. H. Rhodes, Minnie Dwyer and P. T. Chapman.

Harvey City, Ill.—An eltr. will soon be erected here by W. S. Smith of Mt. Zion, Ill., after plans furnished by the Union Iron Works.

Armstrong, Ill.—John Wood is building a 30,000-bu. eltr. at first station north of this city on the new branch of the C. & E. I. R.R.

Oakwood, Ill.—The eltr. owned by B. B. Minor of Indianapolis, Ind., has been undergoing improvement, and will be given a new roof.

Niantic, Ill.—The Niantic Farmers Eltr. Co. incorporated, \$12,000 capital. Incorporators, D. W. Moore, Patrick Blair and J. A. Parks.

Savage Sta., Ill.—C. W. Savage of Virginia, Ill., is building a 12,000-bu. eltr. at Savage, a new station on the C. P. & St. L., near Jacksonville.

Herscher, Ill.—C. H. Rumley of Kankakee, Ill., who bot Wenzelman's eltr. has had it remodeled by the Burrell Engineering & Construction Co.

Riley Sta., Ill.—E. D. Risser of Ludlow, Ill., will build an eltr. at the new town of Riley on the railroad between Woodland and Willow Grove.

Birkbeck, Ill.—F. C. Shepherd, who formerly operated his eltr. for Rogers Grain Co., as mgr., will henceforth operate the plant for his own account.

Bongart, Ill.—Henry F. Moody of Philo will be ready to receive grain soon at his 30,000-bu. eltr., built by the Burrell Engineering & Construction Co.

Saunemin, Ill.—Felger Bros., of Bement, have bot, thru C. A. Burks, the eltr. of Rogers Bros., and will take possession July 1, with Z. Felger as resident partner and mgr.

Forreston, Ill.—A. B. Puterbaugh & Co., have sold their grain business here to C. A. Beebe, who has had the management of the business for a number of years past.

Sibley, Ill.—M. L. Miller of Kempton, has entered into a partnership with Shearer & Shearer of Cullom, and purchased the eltr. here. Mr. Miller will manage the business.

Dunn, Ill.—The Dunn Grain Co., has been incorporated with a capital stock of \$5,000, to deal in grain and fuel. The incorporators are, J. D. Mitchell, Isaac Horn, D. W. Shipman.

Skelton, Ill.—The new eltrs. erected for Spellman & Spitley of Lincoln, at Skelton and Johnston Siding by the Burrell Engineering & Construction Co., will be placed in operation July 1.

Grand Ridge, Ill.—The Atlas Grain Co.'s eltr. burned June 4 with 800 bus. corn. Loss, \$4,000; insured. Two eltrs. close by, also owned by the Atlas Grain Co., of Chicago, were saved.

Pittsfield, Ill.—Dow & King are erecting another eltr. just north of the one they have. It will have a capacity of 35,000 bus. This will make their storage capacity at this point 135,000 bus.

Troy, Ill.—The Highland Milling Co.,

has purchased the eltr. of Zenk Bros. They took possession June 1. H. A. Canedy will manage the business. Zenk Bros. will build an eltr. at Troy and continue in the business.

Missal, Ill.—The Missal Farmers' Grain Co., has been incorporated at Missal, with a capital stock of \$10,000 to deal in grain, coal and building materials. The incorporators are, W. Holland, Frank Zimmerman and Jacob Ziegler.

Mattoon, Ill.—The plant of the Cleveland Eltr. Co., was totally destroyed by fire June 21. Loss \$18,000. Insurance to the amount of seventy five per cent of the total valuation of the plant was carried. The fire was thought to be of incendiary origin.

Oakwood, Ill., June 14.—We are having too dry weather for oats and meadows; corn not hurt and about 2 weeks behind, good color and clean of weeds. Not much grain on the move; farmers too busy. Lot of old corn in the country. —C. S. Trimble, agt.

Springfield, Ill.—Edwin Beggs, of Ashland, Ill., and E. R. Talbot and John H. Lloyd of Springfield, Ill., have organized the Springfield Cereal Co., and will build a \$50,000 corn mill and eltr. in Springfield. The capacity of the mill will be ten cars per day.

Sterling, Ill.—The firm of Harrison & Johnson dissolved partnership June 17, Joshua L. Harrison purchasing the interest of Charles E. Johnson, who retires from the eltr. business. William Harrison retains his interest in the business and the new firm will be known as Harrison Bros.

Princeville, Ill.—Lack of precedent was disregarded by the circuit court in deciding the Van Tassel-Wakefield-Best eltr. case, which has been dragging in the courts for years. Best and Wakefield violated the terms of the sale of land by erecting a grain eltr. thereon. Instead of giving the building to Van Tassel, as the conditions of the sale provided, the court gave the eltr. to James E. Wakefield, but required him to remove the building within a short time.

Decatur, Ill.—J. F. Sprague & Co. have succeeded C. A. Burks & Co., grain brokers. Mr. Sprague is familiar with the brokerage business, having been mgr. for some time and long associated with Mr. Burks. He will confine his bids to the regular trade; and his offices will be 209-211 Merchants Exchange. Mr. Burks will devote his entire time to the sale of eltrs., a business in which he has been very successful, having sold 31 eltrs. His offices are at 212 Merchants Exchange.

INDIANA.

Amity, Ind.—Cutsinger & Webb of Edinburg, have succeeded Frank Dickson.

Wheeler Station, Ind.—Crabbs & Reynolds of Crawfordsville, are building an eltr.

Fowler, Ind.—Wilbert Hawkins of Atkinson, Ind., has bot the eltr. of J. F. Barnard and will take possession July 1.

Petroleum, Ind.—The Petroleum Grain Co., will build an eltr. The N. A. Grabill Co., of Daleville, has the contract for its erection.

Mt. Carmel, Ind.—The Princeton Eltr. Co., of Princeton, has bot the eltr. and grain business from Ford & McGregor. Consideration \$3,500.

Winamac, Ind.—Charles L. Weeks, for-

merly in the grain business and a brother of Weeks Bros., who are in the grain business at Twelve Mile, Ind., is dead.

Waynetown, Ind.—Crabbs, Reynolds & Freeman have sold their eltr. to the Waynetown Eltr. Co., consisting of Wm. Rider, H. A. Freeman and D. C. Moore.

Wheatland, Ind.—Allen & Welton have let the contract for rebuilding their eltr. to A. H. Richner, who will furnish all the machinery and a 25-h.p. Fairbanks Gasoline Engine, the work to be completed Sept. 1.

Alexandria, Ind.—The building of the Alexandria Feed & Grain Co. was totally destroyed by fire June 15, causing a loss of \$3,000, half of which was covered by insurance. It is believed the fire was the work of an incendiary.

Lapland, Ind.—R. L. Ashby will dismantle his eltr. at Pawnee, Ind., and use such material as is fit, in building a much larger eltr. at Lapland. Crabbs & Reynolds of Crawfordsville, and Mr. Dusenbark, of New Market, are associated with Mr. Ashby in the business.

Hamlet, Ind.—The United Grain Co.'s eltr. was destroyed by fire June 18. It had a capacity of 12,000 bus., and was half full of corn and oats. A car loaded with corn standing on the side track beside the eltr. was also destroyed. The eltr. and contents were fully insured. The fire was thought to be of incendiary origin.

Crawfordsville, Ind.—The Crabbs-Reynolds-Taylor Co. has been incorporated with a capital stock of \$200,000. A. E. Reynolds is pres. The directors are B. F. Crabbs, A. E. Reynolds, T. C. Crabbs, Bennett Taylor, A. E. Malsbary, W. D. Foresman and W. Dusenbark. This company will make its headquarters at Crawfordsville and operate the following stations in Indiana: Crawfordsville, Lafayette, New Market, Lapland, Cherry Grove, Browns Valley, Waveland, So. Raub, Taylors, Crane, Shadeland, West Point, Riverside, Medaryville, Francesville, Reynolds, Wheeler and Ash Grove.

Logansport, Ind.—A few grain dealers, members of the Indiana Grain Dealers Assn., held a meeting here June 17. The dealers are not satisfied with transportation rates and regulations of the railroads and the main object of the meeting was to bring about some reformation along this line. Among those in attendance were A. P. Watkins, Lincoln; D. P. Hurd, Walton; J. M. Couch, Bennetts Switch; I. A. Adams, Bunker Hill; Ray & Rice, Camden; F. C. Davis and E. R. Niccum, Swayzee; R. B. Haycock, Sims; and Harry Uhl, George R. Hoopes, George L. Richardson, D. A. Gillespie, W. E. Hurd and John F. Johnson, Logansport.

IOWA.

Huxley, Ia.—O. M. Johnson is improving his eltr. and installing a dump.

Kanawha, Ia.—A 25,000-bu. eltr. will be erected by C. M. Gowdy of Corwith.

Ottumwa, Ia.—A. W. Buchanan, of Jones & Buchanan, died June 11, of cancer of the stomach.

Oyens, Ia.—The Plymouth Milling Co., of Le Mars, has bot the eltr. of the Gehlen Milling Co.

Dougherty, Ia.—The contract for the new co-operative eltr. has been let to J. F. Younglove, for \$2,680.

Stanhope, Ia.—The Farmers Eltr. Co.

has bot the eltr. of the Marfield Eltr. Co., and will take possession July 1.

Hartley, Ia.—Truax & Betts have bot the eltr. and grain business of Chas. Hill, and have succeeded the Hartley Grain Co.

New Sharon, Ia.—A. W. Augspurger of Farmer City, Ill., has purchased the eltr. and grain business of Barbour & Younklin. He will take possession July 1.

Webster City, Ia.—Already well served by three brokerage companies, Webster City has been invaded by the Donovan Grain & Commission Co., who are not members of the Board of Trade.

Muscataine, Ia.—E. E. Quigley has been appointed manager of the office and business of the Chicago Grain & Eltr. Co.'s local business. He succeeds F. P. Kelley, who has been transferred to Davenport.

Alburnett, Ia.—I have secured a position with the Milwaukee Eltr. Co. at Bombay, Minn., thru my advertisement in the Grain Dealers Journal. Please discontinue the advertisement.—C. E. Fitzgerald.

Iowa City, Ia.—The Chicago Grain & Eltr. Co. has opened an office in charge of J. F. Hill, and will execute orders over private wire in Chicago grain and provisions, and send daily bids to regular grain dealers.

Keokuk, Ia.—The Pechstein & Nagel Co., incorporated, \$50,000 capital. Incorporators, John Nagel, Henry Pechstein, Geo. C. Pechstein and Paul T. Pechstein. The company will succeed Pechstein & Nagel and deal in malt and grain.

Walcott, Ia.—The Stockdale & Dietz Co., has been incorporated with a capital stock of \$50,000 to deal in, handle, buy and sell grain, wheat, barley, rye, oats and corn, also wood, coal and other fuel, besides the maintenance of eltrs., corn cribs and cattle sheds. The incorporators are Philip Dietz, John Stockdale, James E. Stockdale and Louis Maak.

Charles City, Ia.—Ellis Bros. have purchased of Ira Scofield his half interest in the firm of Kern & Scofield, dealers in grain and fuel, the consideration being \$15,000. The Iowa Grain & Fuel Co., with a paid up capital of \$40,000, has been organized and incorporated. S. L. Kern is pres. and gen. mgr., C. D. Ellis, vice-pres., and A. E. Ellis, secy-treas.

Collins, Iowa, June 20.—Weather has remained warm for last two weeks; have had several good warm showers the past week, and growing crops look well. Nights have been warm and corn has grown fast, almost everybody is about over it the second time. Early oats are headed out, and look promising for a crop.—Martin H. Troup, agt. Atlas Grain Co.

KANSAS.

Gretna, Kan.—W. M. Chelf is building an eltr.

Norway, Kan.—The Pacific Eltr. Co., is building an eltr.

Densmore, Kan.—The Pacific Eltr. Co., is building an eltr.

Bedford, Kan.—The Pacific Eltr. Co., is building an eltr.

Auburn, Kan.—The Pacific Eltr. Co., is building an eltr.

Desoto, Kan.—J. M. Hadley will erect an eltr. near his flour mill.

Dresden, Kan.—The W. M. Chelf Eltr. Co., has completed its eltr.

Dana, Kan.—The W. M. Chelf Eltr. Co., is building a 20,000-bu. eltr.

Dellvale, Kan.—The W. M. Chelf Eltr. Co., has built an eltr. at this point.

Attica, Kan.—Henry DeCamp of Woonsocket, S. D., has bot Matthews & Charles eltr.

Frederick, Kan.—Van Boskirk & Ogden are building a 10,000-bu. eltr. on the Frisco.

Hutchinson, Kan.—Steel grain storage tanks will be erected by Kelly & Carr, millers.

Muscotah, Kan.—L. Cortelyou has installed an improved Hall Grain Distributor in his eltr.

Great Bend, Kan.—Fred Newcombe has purchased the old Dickson & Shore eltr., which he will operate.

Wichita, Kan.—The Home Grain Co., has bot the line of eltrs. of A. V. C. Davis & Co. in Kansas and Nebraska.

Mayfield, Kan.—The farmers are making arrangements for the building of an eltr. at this point.

Wichita, Kan.—James Binding, grain dealer at Wichita, was married June 8 to Miss Mabel Dill.

Topeka, Kan., June 23.—Crops are very good. Western part of state not so good.—A. H. Bennett.

Greensburg, Kan.—E. M. Traylor is building an eltr. It will be completed in time to handle the new crop.

Wellsford, Kan.—E. M. Traylor will build an eltr. at this point. It will have a capacity of 20,000 bus.

Jamestown, Kan.—C. L. Hills & Son have hopped the bins in their eltr. and contemplate increasing the storage capacity.

Seneca, Kan.—August Kramer, a grain dealer here, has bot M. Ugorek's grain and feed business. The two businesses have been consolidated by the new owner.

Kansas City, Kan.—W. A. Weston will build a grain eltr. and warehouse to cost \$5,000. It will be built on a tract of ground adjoining Alfred Weston & Co's feed mill.

Topeka, Kan.—The Taylor Grain Co. has established several agencies in Europe and expects to do a large export business thru its mgr. at Galveston, Jas. Van den Broeck.

Topeka, Kan.—At the annual election of the Farmers Co-operative Shipping Assn. the Butler faction was deposed, Butler losing his \$3,000 salary as pres. C. B. Hoffman was re-elected gen. mgr.

Narka, Kan.—Will Short, while oiling the engine at A. C. Davis & Co's eltr., had his blouse catch on the main shaft and wind up, taking him with it. He was quite severely injured, but will recover.

Kansas City, Kan.—A meeting to consider the grain inspection will be held in the office of the Kansas Grain Inspection Dept., at 1 o'clock p. m., July 7. Grain dealers, millers and farmers are invited to attend.

Topeka, Kans.—J. W. Radford, state grain inspector, turned over to the state treasurer \$1,695 in fees collected in May. The fees collected indicate that a great deal less grain was shipped in May than in April. He states that very little wheat has been inspected at any of the stations in the last sixty days, but that shipments of corn have been quite heavy. He thinks that most of the grain raised last year has been marketed.

KENTUCKY

Louisville, Ky.—Work is soon to begin on the new 100,000-bu. eltr. for the milling plant of the Washburn-Crosby Co.

Frankfort, Ky., June 10.—The wheat crop has made some improvement, but the acreage is considerably below the average. Many fields are thin, and much complaint of its heading low; in fact a great deal of it will be so short that it cannot be saved satisfactorily. The early planted corn came up badly, and much of it was destroyed by cutworms. Where it was not planted over, the stand was such as to require heavy replanting. The oat crop is in fair condition. The average of corn is 104 per cent. and its condition June 1 was 88 per cent. Wheat, acreage, 70; condition, 67. Hubert Vreeland, state commissioner of agriculture.

MARYLAND

Baltimore, Md.—Edwin Hewes, P. W. Pitt and E. F. Richards have been appointed a statistical committee of the Chamber of Commerce.

Baltimore, Md.—John W. Snyder, of Hammond & Snyder, grain exporters, has been appointed a member of the Burned District Commission, by Mayor Timanus.

Baltimore, Md.—Jas. C. Brown, formerly in charge of the B. & O., Camden Warehouse, has been promoted to supt. of the B. & O. Eltrs. at Baltimore.

Baltimore, Md.—The Kirwan Bros. Grain Co., incorporated; capital, \$10,000. Incorporators, Walter and Emory Kirwan, Harry C. Hindes, Jos. M. Warfield and Wm. E. Marshall.

MICHIGAN.

Adrian, Mich.—David Stott, of Detroit, has let the contract for 4 concrete storage tanks, in connection with his mill, to the Barnett & Record Co.

Fowlerville, Mich.—E. W. Burkhart has bot the interest of N. G. Swarthout in the grain and produce business of Swarthout & Burkhart.

The Michigan Grain Dealers Assn. will hold its annual convention at Lansing, July 7 and 8. A very interesting program has been arranged, and a large attendance is desired. All regular dealers are welcome.

Lansing, Mich., June 10.—Crop conditions June 1 were, wheat 47 per cent; rye, 71; corn, 73; oats, 89; and barley, 88. The weather during May was favorable for the wheat crop. With conditions tending to promote growth, correspondents report a lower average for wheat, than one month ago. It is doubtful, too, if the crop is any better than it looks. Fields that were bare look green now owing to the growth of the wheat and the grass sown this spring, all of which would lead the observer to think that the crop was better than it really is. At the best wheat will be very poor this year. Practically no damage has been done by the Hessian fly. There may be an improvement in condition if favorable weather prevails until the crop is harvested, since good quality will partially make up for a light yield. The per cent of wheat sown that will be plowed up because winter killed is 24. Farmers marketed 3,368,000 bus. wheat during the 10 months prior to June 1, a decrease of 78,000 bus. compared with the corresponding period of the preceding crop year.—Fred M. Warner, Secy. of State.

MINNEAPOLIS

The Devereux Eltr. Co. has reduced its capital stock from \$35,000 to \$15,000.

Nick Reinhart, employed in the plant of the Sheffield Eltr. Co., was smothered in a bin of screenings.

The Minneapolis Brewing Co. has let the contract for the erection of a 100,000-bu. eltr. to G. T. Honstain.

Two steel grain tanks of large capacity are being built by the Van Dusen-Harrington Co., at a cost of \$11,000.

The Hennepin Eltr. Co., incorporated, \$50,000 capital stock. Incorporators, Geo. C. Harper and Marshall Martin T. Rohrer, of Minneapolis, and Clark B. Davison of St. Paul.

MINNESOTA.

Dawson, Minn.—The Eagle Roller Mill Co. will built an eltr.

McIntosh, Minn.—The Federal Eltr. Co. has bot McCabe Bros.' Eltr.

Fairfax, Minn.—An eltr. will be built by the Eagle Roller Mill Co., of New Ulm.

Clarkfield, Minn.—An eltr. will be erected by the Eagle Roller Mill Co., of New Ulm.

Buffalo Lake, Minn.—A. H. McIntyre, of Minneapolis, has bot the eltr. of C. Steinkopf.

Madison, Minn.—An eltr. will be built at Madison by the Eagle Roller Mill Co., of New Ulm.

St. Peter, Minn.—The McIntyre Eltr. Co., of Minneapolis, has bot the eltr. of Remund & Wilson.

Pennoek, Minn.—The eltr. of the Peavey Co. is being remodeled and equipped with a gasoline engine.

Morgan, Minn.—The Farmers' Eltr. Co. will soon let the contract for the erection of the 30,000-bu. eltr.

Silver Lake, Minn.—John Pokornoski will improve his eltr., build a new office, and put in a gasoline engine.

Detroit, Minn.—Eltrs. will be built at Detroit and several other stations by the Imperial Eltr. Co., of Minneapolis.

Kinbrae, Minn.—The eltr. at this station, owned by McGlin Bros., of Okabena, has been bot by the Skewis-Moen Co., of Minneapolis.

Altura, Minn.—The eltr. of the W. W. Cargill Co. burned June 16. Loss, \$40,000; insured. The house will be rebuilt for the coming crop.

Morris, Minn.—The eltr. recently bot by the Douglass Eltr. Co., of Minneapolis, of Mr. Schlattman, is being taken down and will be rebuilt with 30,000-bus. capacity.

Kiester, Minn.—Lightning struck the eltr. of the Nye-Schenider-Fowler Co., June 3. Several thousand bus. of grain was burned. Loss, \$10,000; insured. The plant will be rebuilt.

Owatonna, Minn.—The eltr. of the Owatonna Farmers' Co-operative Eltr. & Mercantile Co. has been closed on account of the incarceration in jail of the manager, Chris Thompson, on the charge of embezzlement. Thompson has withdrawn his first plea of guilty of grand larceny.

MISSOURI.

Kansas City, Mo.—The Kansas City Hay Co. incorporated; capital, \$5,000.

Sedalia, Mo.—John R. Hamacher & Son will equip and operate a mill and eltr.

Kansas City, Mo.—The Board of Trade has amended its rules making the minimum bin capacity of regular eltrs. 10,000 bus.

Kansas City, Mo.—The Ernst-Davis Grain Co. has employed Geo. Roberts, of Dorchester, Neb., to act as solicitor and traveling representative in Neb.

Kansas City, Mo.—A. C. Davis & Co., who have sold their line of eltrs. in Kansas and Nebraska to the Home Grain Co., will continue in the receiving and general grain business.

Kansas City, Mo.—The first car of new wheat was received by W. S. Nicholson & Co. It graded No. 2 red winter soft wheat and tested 60½ pounds. It sold for 95 cents. It was shipped from Bliss, Okla.

St. Louis, Mo.—The Seneca Mill & Eltr. Co. has been incorporated to deal in grain and operate eltrs. Capital stock, \$60,000; incorporators, L. B. Brinson, H. L. Brinson, Albert Cox, all of St. Louis and C. C. Orthwein of Kansas City.

Kansas City, Mo.—The Hay Dealers' Assn. has amended its rules to make the minimum commission 50 cents per ton and \$5 per car. Members have agreed not to pay drafts on consigned hay, except on arrival and inspection of car, and then for not more than 2-3 value.

St. Louis, Mo.—The directors of the Merchants Exchange, at a meeting June 20, adopted the rule recommended by the weighing committee, that "Effective at once, certificates of weight on all grain unloaded into eltrs., mills, warehouses, etc., shall show the actual amount of grain." Under this rule no tare can be deducted from the weight loaded into the car by the country shipper; and the buyers and millers who objected to the rule will now have to pay for all the grain in the car.

St. Joseph, Mo.—The Missouri Valley Grain & Export Co. has succeeded to the receiving and shipping business of the Harroun Eltr. Co., the latter continuing in the warehousing business as the operator of the Elwood Eltr. The officers of the new company are: William Burke, St. Joseph, pres.; W. H. Harroun, St. Joseph; S. M. Bird, St. Louis; W. H. Stuede, Baltimore; F. Churchill, Kansas City; B. D. Darby, St. Louis; Otto Stuede, Baltimore.

KANSAS CITY LETTER.

The grain men and millers were considerably worked up over the failure of the Eastern lines to make a lake and rail rate which would apply to this city, as soon as it applied to Minneapolis. Threats were made that the matter would be called to the attention of the interstate commerce commission, but things have quieted down since that time.

The Moffatt Commission Co. bought 100,000 bu. of new No. 2 Kansas hard wheat and 25,000 bu. of No. 2 red, and this has been about the only transaction that has amounted to much in this market. They bought for July delivery, and paid 2½c over the July price for hard wheat, and 5½c over July price for red wheat. The sales were made by local firms, as country shippers do not seem inclined to do any of this kind of trading yet.

The effort on the part of both railroads and grain men during the past year, has placed this market in a condition where it is expected to promptly handle all the wheat as it comes in, and not have a blockade this year. Several new elevators have been added to the list, and a good many miles of sidings have been added to the railroad yards. The only weak point in railroad trackage is the belt line, and they had figured on having about 20 miles of additional track laid in time for the crop, but owing to a failure to make satisfactory arrangements with the city, they have been delayed, and so their trackage has been increased but little.

Col. Simons, of the Simons Grain Co., in speaking of the prospects for business in this market, remarked: I think we will have a great deal larger percentage of the wheat crop to handle this year than we have ever handled before. The fact that the railroad rates are fully as favorable as they have ever been for this market, taken in connection with this fact that the Eastern territory is going to have a short crop, should mean that the Kansas crop and a good deal of the wheat from southern Nebraska will be handled here. There will be no export business to take the grain right through, but the early part of the crop should find a market in Minneapolis, and then we will have a good big demand from the Eastern territory, and this will be followed a little later by a good demand from the Southeast.—P.

ST. LOUIS LETTER.

Ed Culver dropped in to see us recently. He was chaperoned by our old friend, C. Knox, of Toledo.

Since the Fair started we are having about four times as many visitors as usual. Most of them are grain dealers and come from all sections. Good, bad and indifferent reports are made as to the growing crops; and, speaking generally, it looks as though this will be a good year in the grain trade.

That St. Louis has grown to be one of the larger cash grain markets was conclusively proven during the past fortnight, when enormous receipts of corn were taken care of with only nominal change in prices. Time was when heavy receipts would cause heavy breaks regardless of conditions, but now all is different, thank you.

A big portion of the corn which is arriving here and grading No. 4 and no grade would in many cases go No. 3 if properly cleaned. In almost nine cases out of ten of the off grade corn sample shows car to be extremely dirty. As dirt and cob dust are the best breeders for hot corn, the shippers could save many dollars and friends by seeing that their corn is well cleaned before being shipped.

The Hay Receiver and Feed Dealers' Assn's have finally gotten together. Rules have been drawn up to the satisfaction of both parties, and it is believed that harmony will reign from now on. In consideration of the acceptance of the rules by both organizations, the receivers agree not to sell to local consumers while the feed dealers promise not to handle on consignment or buy hay or straw from other than a regular commission merchant.

Report of the Weighing Department for the month of May shows 2,289 cars

weighed under Merchants Exchange supervision. Out of this number 153 cars were leaking at grain doors, 46 cars leaking over grain doors, 135 cars leaking at boxes, 20 cars leaking at end windows and 242 cars not properly sealed; 596 cars therefore arriving in an unfit condition. This shows a big improvement over the past few months, as reports of March and April show that over one-third of the cars were out of order. If the shippers will take the time to see the cars are well coopered, shortages at terminal markets will become less numerous. Country dealers are not lending their support to the Weighing Department as over one-half of St. Louis and East St. Louis receipts were weighed last month on other than Merchants Exchange scales.—Louis I.

NEBRASKA.

Hebron, Neb.—C. P. Starbuck is building a large addition to his eltr.

Phillips, Neb.—The Wells-Hord Grain Co., of Central City, is building an eltr.

Aurora, Neb.—The Wells-Hord Grain Co. will rebuild its eltr. before the new crop.

Clay Center, Neb.—C. A. Overstreet will have charge of Milmine, Bodman & Co.'s eltr.

Fullerton, Neb.—Fullerton Eltr. Co. will build an eltr. It will have a capacity of 20,000.

Geneva, Neb.—The farmers will build an eltr. here. It will have a capacity of 20,000 bu.

Deweese, Neb.—Welch Bros. have bot from the York Foundry & Engine Works a Howe Hopper Scale for the eltr.

Sterling, Neb.—The Farmers Eltr. Co. has bot the eltr. of Thomas Cochrane and will take possession at once.

Saronville, Neb.—The Farmers Grain Co. has torn down the eltr. recently purchased from Chaburg Bros. They will build a new eltr.

Sutton, Neb.—George Weber & Son will build an eltr. of 12,000 bus. capacity, to be operated in connection with their mill.

Hildreth, Neb.—Wm. Randberg has bot a 500 bu. Howe hopper scale for his eltr. from the York Foundry & Engine Works.

Emerson, Neb.—The Holmquist Grain & Lumber Co. is building a large addition to its eltr. This will nearly double its capacity at this point.

Shelby, Neb.—The farmer's eltr. assn. of this place have sent a committee of their members to Omaha to request a grain eltr. site of the Union Pacific.

Nelson, Neb.—The Farmers near Nelson have organized the Nelson Co-operative Grain & Live Stock Assn. with a capital stock of \$5,000. They will build an eltr. before the new crop.

Table Rock, Neb.—G. W. Butterfield & Son, of Humbolt, have purchased ground upon which to build a terminal eltr. of large capacity. They will use it to handle shipments from their country stations.

Atlanta, Neb.—The Farmers Eltr. Co. will erect a 30,000 bu. eltr. at this place. The York Foundry & Engine Works have the contract for the equipment, including a Howe gasoline engine and Howe scales.

Omaha, Neb.—J. L. McCaull of the McCaull-Webster Grain Co., G. F. Ewe of the Van Dusen-Harrington Co., B. H. Woodworth of the Woodworth Eltr. Co., A. H. Poehler of the H. Poehler Co., and L. C. Rains, general agent for the Great Western railroad, visited Omaha recently in an endeavor to obtain the Mississippi river rate on wheat and coarse grains to Minneapolis, Minn.

NEW ENGLAND.

Providence, R. I.—Jacob Redding is dead.—I.

Sheldon, Vt.—Jennison & Gallup will erect a grain and feed warehouse.

Southbridge, Mass.—Charles M. Morse has bot the eltr. and grain business from Eben D. Ammidown.

Worcester, Mass.—The Mutual Grain & Stock Co., incorporated, Capital, \$50,000. Wm. A. Dunn of Boston, pres. and treas.

Boston, Mass.—A. P. Aldrich & Son, incorporated, \$150,000 capital stock. Allen P. Aldrich pres., and Alvin E. Aldrich, treas.

Webster, Mass.—Oscar Shumway, who has conducted a grain and hay business here for the past forty-four years, has sold out to William W. Holmes.

Georgetown, Mass.—J. O. Ellison of Haverhill, Mass., has purchased the grain business of Henry P. Poor. Mr. Poor will continue to manage the business.

Worcester, Mass.—The Fred A. Mann Co., has been incorporated to succeed the firm of Fred A. Mann & Co., which was dissolved on the retirement of Charles F. Mann. Capital stock \$10,000. The officers are: Fred A. Mann, pres.; Thomas E. Sterne, treas., and William E. Marcy, clerk.

BOSTON LETTER.

Ed. P. McKenna of W. W. Lake & Co., of Chicago, is in Boston on a short business trip.

The many friends of Ed. J. Kilduff, of J. E. Soper & Co., are glad to see him back on "Change" again after a long illness.

Geo. E. Marcy, of the Armour Grain Co. of Chicago, was in Boston on a flying business trip a few days ago and stopped in New York City on his return.

Secy. Chapin of the New England Grain Dealers' Assn., has just returned from a three weeks' trip through the west, and Asst. Secy. Hamlin has started on a business trip for the Assn. through Connecticut.—H. B.

NEW JERSEY.

Mountain View, N. J.—Bailey & Winters Co., incorporated to buy and sell grain, flour, feed, cereals, hay, straw, and brewery grains. Capital stock \$10,000. Incorporators: Ira A. Mitchell, Peter Bailey, Charley W. Winters and Fred B. Earl.

East Orange, N. J.—The Duquesne Flour & Grain Co., and the Stuyvesant Grain Co., have been incorporated with a capital stock of \$50,000. Incorporators are: Walter H. Sloane, Charles T. Neale, Edward Ellsworth, Samuel G. Metcalfe, Harry M. Pickering.

NEW YORK.

Glens Falls, N. Y.—Lapham & Parks are building an eltr. and mill.

New York.—The J. C. Bogert Co. incorporated, \$50,000 capital, to deal in

grain and hay. Incorporators: J. C. Bogert of Ridgeland, N. J., and others.

New York.—The annual report of E. G. Burgess, the retiring pres. of the Produce Exchange, showed its affairs to be in good shape. The receipts have been \$323,278 and the expenses \$300,857.

New York.—The rules for trading in linseed oil, as recently adopted by the Produce Exchange, provide for transactions in multiples of 3,000 gallons, and a commission rate of \$7.50, to non-members and \$3.75 per 3,000 gallons to members of the Exchange.

New York.—Another get-rich-quick company has suspended business after taking \$300,000 from dupes in different parts of the country. The United States Cereal Co. promised \$5 per week dividend upon each \$100 invested in wheat. Investors near Bowling Green, O., have lost \$40,000 in the concern.

New York, N. Y.—With increased receipts of hay by rail and boat and trade still quiet, prices show a decided weakness. No. 1 and No. 2 still hold up fairly well, but any lower grades feel the pressure of the more liberal supply, and are slow to move, with prices in the buyer's favor.—Gilbert Plowman & Co.

Ogdensburg, N. Y.—The stockholders of the Ogdensburg Terminal Co., owning grain eltrs. operating with the Rutland Transit Steamboat Line and Rutland Railroad, held their annual meeting June 15 and elected the following directors: Dr. W. Seward Webb, Shelburne, Vt.; G. T. Jarvis and Dr. John A. Mead, Rutland, Vt.; Louis Hasbrouck, Ogdensburg, N. Y., and Henry H. Powers, Morrisville, Vt.

New York, June 23.—The receipts of hay in this market have increased during the past ten days and stock has accumulated. The largest proportion of arrivals are No. 2 and poorer with a fair supply of No. 1 stock. It is generally understood that the coming crop of hay will be heavy and the sentiment is against high prices and present prices here are lower all around. We figure that if the shipments of hay to this market continue liberal during the next three weeks, that prices will rule weak the balance of the season, on the other hand should the movement of hay be light, the surplus stock will clean up.—F. Williams.

BUFFALO LETTER.

In one week this month there were 1,038 cars reported by the inspection department, a record breaker fairly.

At the June meeting of the trustees of the Chamber of Commerce, Richard O'Keefe was appointed assistant secretary, in place of Harry J. Koch, resigned. The business of this official is chiefly to look after the membership list.

The Western Elevating Assn. continued its easy going ways by not holding its election till June and then chose the old officers: Pres., George F. Sowerby; Vice-pres., Albert J. Wheeler; Sec. and Treas., Philo G. Cook.

The Chamber of Commerce is preparing to entertain the Filipinos on the 25th and 26th, a trip to Niagara Falls being in the programme. Some of the officials are in doubt as to the commercial significance of the courtesy, but do not demur very loudly.

The manager of the Electric Eltr. has obtained an order from Supreme Court for a review of the assessors' valuation of the property, which has been raised

from \$263,000 to \$350,000 this year, when no particular improvements have been made.

Thanks to the breaking of the lake strike, Buffalo is a port again and business flows on much as it used to, though there is not much expectation of regaining lost ground. Some of the shippers and vessel owners are looking for high rates before the season ends.

H. C. Harrison, one of the trustees of the Chamber of Commerce, has taken stock in the Union Fire Insurance Company of Buffalo, which has lately changed ownership and will soon double its capital. Mr. Harrison has been elected one of the members of the new board of directors.

"We have beaten the strongest union in existence," said a lake vessel owner, "because the captains were fortified by a government license and it was impossible to import men from ocean ports." Since the friends of the strikers stoned one of the vessels lately, the Chamber of Commerce has asked the city to patrol the docks better.

It is pleasant to note that the feeling between the grain dealers on 'Change is much better than it was early in the spring, so that anything looking towards a separation of the Corn Exchange from the Chamber of Commerce is hardly contemplated now. Outwardly the situation is about as it was before the grain dealers formed their organization.

M. P. Ryley, of the Lackawanna Mill & Elevator Co., objects to the published report that he is unable to obtain insurance for his International Eltr. at Black Rock. The statement is entirely too sweeping and is likely to do harm in that form. What should be said is that he sometimes is unable to get as much as is wanted, which is the case with all the eltrs. in the harbor occasionally, unless it may be the new steel elevators.

The western New York winter wheat crop is growing bravely now, but the amount that survived the winter was so small that the entire yield will be much less than the mills of the State will need. Many of them are now closed on account of the giving out of the supply, as the western winter wheat prices are too high to admit of profit from using it. Some of these mills are using a soft variety of Kansas winter, being encouraged in trying it by the low price.

The amount of hot corn coming this way does not appear to be as great as was expected, so that the difficulty in taking care of it is comparatively small. It appears that the western handler of corn not in a dry condition was warned in time that he would have trouble if it was shipped and has held it back. It is supposed that the dry corn coming now is right out of crib mostly and that the corn likely to go out of condition on shipment is held in local eltrs. and is run over frequently to keep it from spoiling.—J. C.

NORTH AND SOUTH DAKOTA

Tripp, S. D.—L. N. Crill, of Elk Point, will build an eltr. here.

Pierre, S. D.—The Western Grain Co. incorporated, \$100,000 capital.

Valley Springs, S. D.—The Hubbard & Palmer Co., is building a large eltr.

De Smet, S. D.—F. W. Ryan and J. L. Van Hook will build an eltr. at this point.

Flaxton, N. D.—A 25,000-bu. eltr. is being erected by A. A. Robinson of Minot.

Castlewood, S. D.—The Grain & Mercantile Co. will build a 25,000-bu. cribbed eltr.

Marion, N. D.—The Sullivan Lumber Co., has made an application for an eltr. site at this point.

Elmwood, S. D.—D. Smith has recently installed an improved Hall Grain Distributor in his eltr.

York, N. D.—The burned eltr. of the Imperial Eltr. Co. will be rebuilt at once, with 40,000 bus. capacity.

Farmer, S. D.—C. G. Dunn has sold his eltr. to J. T. Scroggs of Beresford, S. D. Possession was given June 1.

Brockett, N. D.—The St. Anthony & Dakota Eltr. Co., has bot McLaughlins eltr. G. Holmes will be the manager.

Humboldt, S. D., June 20.—All crops at least one week later than usual; everything looking good otherwise.—Sahs & Schievelbein.

Mapes, N. D.—I get much valuable information from the Grain Dealers Journal.—H. C. Kornder, agt. Minneapolis & Northern Eltr. Co.

Flandreau, S. D.—The W. W. Cargill Co. of La Crosse, Wis., is overhauling its house at Wentworth and adding storage room to its eltr. at Flandreau, and making preparations for the crop which promises to be a bumper one.

Humboldt, S. D.—M. J. Johnson, who fell 50 ft. from the top of the eltr. of Truax & Betts into one of the bins, is fast recovering. Altho he broke three ribs, he will soon be on the street buying grain. The firm's eltr. is receiving a new coat of paint.

OHIO.

Meet me at Hotel Victory, Put-in-Bay, on the 29th inst.

Yellow Springs, O.—It is said Mr. Neff will build an eltr.

Marion, O.—J. M. Neer has bot a Hall Grain Distributor for his eltr.

Versailles, O.—Didier & Son have sold their eltr. to Jos. Manier for \$11,000.

Ohio City, O.—F. D. Brandt has bot the eltr. and hay barns of J. W. McMillen & Son.

Tolledo, O.—A steel tank of 60,000 bus. capacity is being built by the Northwestern Eltr. & Mill Co.

Dixon, O.—Singer Bros. eltr. burned June 16, with a large quantity of oats, flour and coal. Insured.

Celina, O.—Shunk & Bierstoffer have bot the eltr. and grain business of the Model Milling Co.—Palmer & Miller.

Anna, O.—C. C. Toland is remodeling his 40,000 bu. eltr., installing a gasoline engine, hopper scales and hopper bot-tomed bins.

Van Wert, O.—J. W. McMillen & Son's eltr was burned at noon, June 11. Loss on building \$8,000; grain, \$6,000; insurance, \$11,000.

Lakeview, O.—Joe Timmons is bldg. a modern 80,000 bu. eltr. R. Smith furnished the supplies.

West Unity, O.—H. C. Dachsteiner will remove from Toledo to West Unity, where he has bot the eltr. and hay sheds of W. E. Stipe & Co.

Lewisburg, O.—S. Cotterman & Sons are rebuilding their eltr. and increasing

its capacity to 40,000 bus. Gasoline power has been substituted for steam.

Cincinnati, O.—The Metzger-Hill Co., receivers and shippers of grain and hay, has built a warehouse 50x200 ft., and will have offices in connection.

New Richland, O.—H. W. Johnston of Huntsville has bot the eltr. of John F. F. Miller, and is remodeling it, putting in new machinery and a gasoline engine.

The local assn. which has the largest number of representatives at the Put-in-Bay meeting will be entitled to the trophy. Bring your wife and swell the number.

Richland, O. — H. W. Johnston of Huntsville has purchased Miller's eltr. and is overhauling, equipping with machinery and gasoline engine supplied by R. Smith.

Morral, O.—The J. P. Barnhouse Grain & Seed Co., incorporated, \$15,000 capital stock. Incorporators, J. P. Barnhouse, G. L. Watts, I. B. Campbell, J. B. Martin and H. H. Beaver.

Kirkwood, O.—T. B. Marshall is now dividing his time between his own eltr. here and the eltr. of J. E. Wells & Co., at Sidney. C. E. Harmony is assisting him in running the kirkwood eltr.

Sidney, O.—O. S. Marshall & Son have sold their eltr. to J. E. Wells & Co. of Quincy, who are installing a 30-h. p. gasoline engine, a wheat cleaner, wagon scale with automatic beam, ear corn eltr., new driveway and 5 dumps; also 10-ft. cupola.

PROGRAM OHIO MEETING.

The 24th annual meeting of the Ohio Grain Dealers Assn. will be held at Hotel Victory, Put-in-Bay, June 29 and 30. Those attending are expected to arrive on the evening boat at 6 p. m. June 28 and return on the morning boats of July 1.

All lines reaching Sandusky now have on sale special reduced rate summer tourists' tickets, ranging from one fare to one and one-third fare for the round trip to Sandusky and return. Special boat rates have been granted. From Sandusky to Put-in-Bay and return, 50c; from Toledo and return, \$1.25. The Pennsylvania Railroad has made a rate of \$3.30 round trip Columbus to Sandusky and return.

North bound train leaves Columbus 9:15 a. m., Delaware 10:03, Marion 10:45, Bucyrus 11:20, Carrothers 11:45, Attica 11:55, Bellevue 12:23, noon; arrives at Sandusky 12:50, noon.

South bound trains leave Sandusky 6:20 a. m., 1:45 p. m. and 6:00 p. m., arriving at Columbus 9:50 a. m., 5:00 p. m., and 9:30 p. m. Parties on other lines can secure train service information from the agents of the different roads.

Boat schedule: Leaves Sandusky 10:00 a. m., 3:30 p. m. and 4:45 p. m. Returning, leaves Put-in-Bay 5:30 a. m., 11:30 a. m. and 2:30 p. m.

WEDNESDAY, June 29th, 10 a. m.

Address of Welcome—C. B. Jenkins, Marion, O.

Response—H. S. Grimes, Portsmouth, O., ex-Pres. of the Assn.

Report of Secy-Treas.

Appointment of Committees.

Short addresses by Officers of National Assn. and other State Assns.

1:20 P. M.

Reports of committees.

Equity Between Millers and Grain Dealers, paper by M. H. Davis, Shelby, O., representing the Middle Ohio Grain Dealers Assn.

Economy in Country Elevator, paper by Baldwin Herzer, Paulding, O., repre-

senting the Western Ohio Grain Dealers Assn.

Results of Organization, paper by H. W. Robinson, Green Springs, O., representing the North Western Ohio Grain Dealers and Millers Assn.

The Work of the Ohio Grain Dealers Mutual Fire Insurance Assn., by J. W. McCord, Secy.

Reports of Affiliated Assns. — Miami Valley (Western Ohio) Grain Dealers' Assn.; Middle Ohio Grain Dealers' Assn.; North Western Ohio Millers' and Grain Dealers' Assn.; Western Ohio Grain Dealers' Assn.; North Western Ohio Grain Dealers' Assn.

THURSDAY, 9:30 A. M.

"The Seaboard," Chas. England, Baltimore, Md.

Troubles of a Local Association, paper by M. W. Miller, Piqua, Ohio, representing the Miami Valley (Western Ohio) Grain Dealers' Assn.

Paper by a member of the North Western Ohio Grain Dealers' Assn., on a subject to be selected by the author.

"The Unorganized, Unredeemed and Unaffiliated Territory." General discussion by all belonging in this class.

"The Parent Body—The Ohio Grain Dealers' Assn." Discussion open to all.

Election and installation of officers.

Adjournment.

TOLEDO LETTER.

Washburn & Ulrich, who have been conducting a grain office in the Spitzer building, have suspended.

Gilboa, O.—N. F. Dean, formerly of the local eltr. up to Decoration Day, is now doing a scoop shovel business.

Leipsic, O.—The Wayne Grain & Milling Co.'s plant was nearly destroyed by fire last week, the loss being placed at \$5,000.

William R. Worts, formerly of the grain firm known as Worts & Emmick, has taken charge of the business of the Toledo Eltr. Co.

The Toledo Grain & Milling Co. has let the contracts for the erection of two eltrs. at Maumee and Bailey, each to cost \$1,200 and each to have a capacity of 10,000 bus.

The United Grain Co. was the first to bring a carload of new wheat from the southwest to the Toledo market, arriving in Toledo the fore part of the week, 10 days later than usual. This is the sixth consecutive year this firm has been first to bring the new product from the southwest. The wheat was purchased at \$1.03.

The wheat crop will be very light throughout this section. In Wood county, the crop will amount to practically nothing. The rainfall during the past couple of weeks has been light. On the whole the weather has been a little too cool for the growing crops. Wheat has continued to improve in other counties outside of Wood, but at the most, grain men and farmers throughout the section assert that the crop will scarcely be a half. Oats, rye and barley are in good condition. A great deal of smut is found in growing wheat and rust in oats also. Clover and timothy fields are in fair condition.

The Toledo Produce Exchange building was gutted by fire on the night of June 16. The loss is placed at \$15,000, fully covered by insurance. The Exchange room is located on the third floor of the building, but it escaped with no damage beyond that caused by smoke. The 20

grain firms which have offices in the building, all fared about the same as the 'Change quarters. The origin of the fire was in the basement of the building. The principal damage was done to the first floor. The building is a five-story brick structure and Reynolds Brothers, grain commission men with offices in the building, are the largest stockholders in the Produce Exchange Company, which own the building. The building is undergoing many improvements, among which will be two electric elevators.—H. D.

OKLAHOMA

Morrison, Okla.—G. A. Abbott will erect an eltr.

Helena, Okla.—John Zimmerman has discontinued the grain business.

Helena, Okla.—The Farmers Assn. has bot the eltr. of C. M. Holton.

Lucien, Okla.—Those. Howard of Lindsay, Neb., has bot the eltr. of D. K. Sterret.

Pond Creek, Okla.—Another eltr. is to be built at this point, by the mill and eltr. company, making seven eltrs.

Medford, Okla.—Farmers Eltr. & Exchange incorporated, \$6,000 capital stock. Incorporators, D. S. Aikens and others.

PACIFIC COAST.

Genesee, Idaho.—T. Driscoll has leased the warehouse of Kerr, Gifford & Co.

Portland, Ore.—The warehouse and mill of the Shelton Milling Co. burned. Loss, \$6,000. The plant will be rebuilt.

Lewiston, Idaho.—The Lewiston Milling Co. has let the contract for the erection of a warehouse 100x40 ft. adjoining the mill, to receive the new wheat crop.

Diamond, Wash.—Plant of Interior Warehouse Co. burned with a few hundred bushels of wheat. Loss, \$5,000; insurance, \$2,000. A small residence occupied by the company's agent also was burned.

PACIFIC COAST LETTER.

The dealers and brokers are getting into line for the new season.

The first car of barley and the first lot of new crop grain to reach San Francisco, was auctioned off to M. Blum & Co., at \$1.07½ ctl., a good price.

A new rule has been adopted by the San Francisco Exchange, imposing a fine on members transacting business in futures outside of the regular pit.

Reno, Nevada.—The government has begun work on an immense irrigating canal near here, which will make fertile farming land out of 200,000 acres that is now a barren desert.

Washington.—Late sown Spring wheat was given a good start and early sown Spring wheat was pushed forward rapidly, as well as barley and oats. Winter wheat is in especially fine condition, and unless unforeseen conditions arise, will make splendid crops in all districts. It is headed out and doing well.

The barley crop in California is not of the high standard anticipated by farmers and grainmen. It appears that a large proportion of the barley crop in this state is pinched and shrunken, and, as a consequence there will be a very large amount of feed barley on the market this season, and a decided scarcity of brewing and shipping grades.

Stockton, Calif.—The grain handlers' strike here recently, assumed serious proportions, when a mob of over one thousand strikers and their sympathizers assembled and tried to destroy the mills and warehouses, and intimidate the non-union men employed in them. A force of police was necessary to protect the men and property and to disperse the mob.

S. K. Thorpe, who buys barley in California for an English syndicate of brewers, has recently returned from England and says the English market is overstocked with good brewing barley, and that the outlook for heavy barley shipments to Europe this season is decidedly poor, and that there are California cargoes in English waters that have been laid up for several months awaiting a market.

Dealers on the Puget Sound are sore because the government grain inspectors here accepted bids on a large line of feed oats for the Philippines, that were 'way below the grade and quality called for by the specifications. The oats are claimed to have been musty when shipped, and on arrival at Manila, were found to be absolutely unfit for use. Favoritism to certain firms is charged, and a number of dealers have registered a kick with the Quartermaster's Dept., at Washington, D. C.—R. E. W.

PENNSYLVANIA.

Steelton, Pa.—John Hoffer has let the contract to the Steel Storage & Eltr. Construction Co. for the erection of 4 steel grain tanks, costing \$15,000.

Pittsburg, Pa.—The directors of the Grain & Flour Exchange have chosen the following officers of the ensuing year: Philip Geidel, Jr., pres.; John Floyd, vice pres.; Robert Thorne, secy.; W. W. Beaty, treas.

PITTSBURG LETTER.

Oats are doing better than any other kind of grain just now, and have shown a price improvement in the last few days. This is probably owing more to the reduced receipts than to any special request. However, there is some call for them, and for No. 2 white there is a fairly active market at top prices.

Millfeed is holding its own, but little arriving, and prices are just about as they have been for several weeks. As with corn, so with bran and middlings, the demand is limited, and dealers are glad there is no more stock to take care of than has arrived recently, heavy consignments not being wanted.

Corn, both ear and shelled, is easier and lower in price, with receipts plentiful for all the demand now existing. There is some call for best grades of yellow corn, but the buying is not aggressive, and it does not take long to satisfy the wants of purchasers. Anything but the best is severely neglected, damp and heated corn finding no reception at the hands of consumers.

Henry G. Morgan, of this city, is now receiving congratulations from his friends on account of his election to the office of president of the National Hay Assn. The honor was not an unexpected one, as his candidacy was looked upon as likely to be successful for some time prior to the balloting. Mr. Morgan is the retiring president of the Pittsburgh Grain & Flour Exchange, which office he held for the last year.

The board of directors of the Grain & Flour Exchange for the ensuing year is composed of W. A. Cover, William Beat-

ty, Robert Thorne, S. R. Patterson, D. G. Stewart, W. A. McCaffrey, J. A. A. Geidel, Robert E. Austen, John Floyd, J. W. Smith, C. A. Foster and A. H. Sunshine. With the exception of the last named member the result was the slate as mapped out by the wholesale members of the organization.

The best grades of timothy are holding their own in price, because there is but a limited supply, and not because there is any very stiff demand. There are always some buyers for hay of this kind, but it would not at present take any very large increase in the amount of offerings to make even timothy halt and go backward. Clover and clover mixed hay even of best grades are slow, and inferior qualities are not wanted at any price. Pasturage is getting more and more abundant, helped along by the plentiful showers which have prevailed of late, and there is less necessity for buying hay.

It is pleasant to be able to note some improvement in business conditions during the past two weeks compared with the month of May. The tone of all markets was much more buoyant and the volume of business somewhat larger. Dealers do not believe the improvement is permanent, being of the opinion that it is merely the had-to-be result of the long period of inactivity, which culminated at least in a movement on the part of buyers to supply themselves with goods which had been needed for some time, but of which the purchase was postponed until the last possible moment. Collections have not improved any, and are still the cause of considerable complaint, the hope being that the freer circulation of money which will follow the livelier trading may create some tendency toward settlements which have been deferred.—H.

SOUTHEAST.

Hargrove, N. C.—W. D. Kimball & Son will build a 10,000-bu. eltr. and flour mill.

Newport News, Va.—One of the eltrs. of the C. & O. R. R. is to be placed in operation in July.

Savannah, Ga.—H. E. Crittenden will continue the business of H. E. Crittenden & Co. under the old firm name. His partner, G. H. Strader, will enter the gold mining business on the Pacific Coast.

Newport News, Va.—C. B. Tyler, died May 13, aged 61 years. He was for 12 years grain inspector for the Chesapeake & Ohio R. R. Co., and before going to Newport News was connected with the inspection dept. of the New York Produce Exchange.

SOUTHWEST.

Pine Bluff, Ark.—The H. A. Holmes Co. has suffered loss by fire.—I.

Crowley, La.—The Crowley Rice Exchange, which was recently formed, has been dissolved because some of the mill members withdrew their support.

TENNESSEE

Shelbyville, Tenn.—David S. Blakemore was seriously injured while hunting squirrels, June 9, by a fall of 30 ft. from a rotten limb of a tree.

Halls, Tenn.—The Citizen's Milling Co. incorporated, \$10,000 capital. Incorporators, W. F. Wilson, J. S. Polston, C. W. Dyer, R. J. Stalcup and J. W. Cadaugh.

TEXAS.

Cleburne, Tex.—A steel tank eltr. of 20,000 bus. capacity is being erected by the Pittman Roller Mills.

Houston, Tex.—The Southern Warehousing Co. is being organized to build an ironclad rice storage warehouse.

Galveston, Tex.—Wm. J. Orthwein's suit against the Texas Star Mills has been dismissed after a private settlement.

Beaumont, Tex.—The McFadden-Weis-Kyle Rice Milling Co. has let the contract for the erection of 1,200-bbl. rice mill to the Nordyke & Marmion Co.

Did you read the account of the excursion of the Texas Grain Dealers Assn. to Mineral Wells in "Letters from Dealers," Grain Dealers Journal for June 10?

Sherman, Tex.—The Brackett-Wallace Mill & Grain Co., incorporated, at Sherman and Van Alstyne. Capital stock, \$125,000; incorporators, W. O. Brackett, H. R. Wallace, C. S. Arnold, E. A. Turner and Hampp Abner.

Stephenville, Tex.—The Reil & Patton Co. has succeeded the McD. Reil Grain & Seed Co., Geo. O. and Chas. C. Patton having bot the business thru an advertisement in the Grain Dealers Journal. Geo. O. Patton is mgr.

Clifton, Tex.—The Clifton Grain Co. has bot the eltr. of the Clifton Trading & Eltr. Co. The company has recently been incorporated, with \$5,000 capital, and its officers are A. Peterson, mgr.; O. Solberg, vice pres.; A. E. Nelson, secy. and treas.; and the foregoing and E. T. Colwick, directors.

Waxahachie, Tex., June 13.—We are having entirely too much rain in Texas for the grain crop. We fear that most of our oats already will be stained more or less, and badly if it doesn't clear up and remain so for the next two or three weeks. Corn prospects are simply fine and if it rains generally over the state about the 25th we think we will have the largest crop we have had in Texas for a long time. Quality of our wheat will be fine and plump and the only thing we are afraid of now is that continual rains will damage it to some extent in shock. We bought the first wheat on the market this morning, paying 76c for small lot. Would have paid more but couldn't get enough from party to make carload.—Waxahachie Grain Co.

AN ECHO OF THE TEXAS MEETING.

On the trip to the lake in the evening, the liar was abused in song and otherwise. I bring you glad tidings of great joy. You have lauded your Paddocks, your Mountcastle, your Kolps, and others. Behold a greater is here in your midst. An honest man. Wonderfully, fearfully honest. I refer to our friend and brother, Mr. C. F. Witherspoon, of Denton. Fortune or misfortune, according to point of view, threw us together last night in an inside badly ventilated room, in which I had retired early. When he came in I was glad to recognize my friend, and having a severe headache, told him I trusted my restlessness would not annoy him. Wickedly he smiled and assured me that he anticipated no trouble, but on contrary hoped his snoring would not keep me awake. Anticipating the usual gourd sawing I assured him 'twould be a pleasure to listen. Calmly and quietly he made his preparations, divesting himself of all metallic substances, and in his long white robe, laid himself down in due and ancient

form in apparent innocence and beauty. I shudder to relate further. Quiet for a few minutes he began his prelude, and Holy Moses and the Angels! Imagine a huge Ft. Worth Rip Saw jerking through a mammoth empty tank. The father of the saying "Lend me you ears would doubtless have called for a hundred pair to do justice to the listening. I slipped out and walked up and down the hall. Heard occupants of the other nearby rooms express alarm and surprise. Declaring they thought they were at the Worth Hotel and not at the Stock Yards. Reaching about two octaves higher and deeper than any man dared go before, he would go like a triumphant Japanese army until all the air in the room was consumed. Then sinking to a low key and soft pedal he would imitate a Russian march, and strangest of all, he slept. Commending his honesty, I move a tender of our sympathies to his family and neighbors.—J. A. Hughes.

TEXAS LETTER.

Anson, Tex.—E. L. White has recently engaged in the grain business.

Cuero, Tex.—The Buchel Milling Co. incorporated, capital \$20,000.

Miles Station, Tex.—Biggs & Carrell have purchased the grain business of Powell & McDonald.

The old trouble of milling-in-transit rates is again up for discussion and action by the railroad commission of Texas. It seems that the roads, or at least some of them, have been charging mileage via their line instead of the short line mileage and in some instances the mileage around via one line is greatly in excess of the through short line mileage and the roads in this manner get a great deal more money for the haul than they are entitled to by the short line basis. The Texas Millers Assn. at their convention June 7 appointed a committee to take this matter up with the Railroad Commission.

Rice troubles are brewing in South Texas and in Louisiana over the manner of handling this crop. It would seem that the millers in that section take the grain from the farmers, the millers being the only buyers, and advance the farmers \$1.00 per sack. The mills then put this grain in their eltr., charge the farmer for storage, insurance, milling, etc., and make no returns for the grain until the entire crop of rice received by the mills is disposed of. This imposes a very great hardship on the rice farmer who wishes to market his grain early, as he does not receive payment for his rice until all the grain received by the mill has been disposed of and in the meantime pays storage on the grain together with insurance for a long time, and the farmer who markets late gets his pay as soon as the earliest rice is placed in the mill and his storage and insurance is considerably smaller. The first of the crop may be received and sold by the mill immediately but the grower continues to pay storage although his rice may be marketed and out of the mill. Efforts are being made to change this system.

Now that the rains are over grain has commenced to move fairly well. The movement so far is not very heavy as farmers are hard at work in their fields and have had no time to bring their grain to market. Such wheat as has been offered grades No. 2 and brings from 85c to 90c. So far all offerings have been taken by the mills wherever offered and as the stocks in the hands of the millers is very low there is every likelihood that the mills will continue to take wheat in quantities

for some time to come and prices promise to remain well up. The yield according to late reports received by the millers and grain men will be something like 11,000,000 or possibly 12,000,000 bus. of wheat. The oats crop will be comparatively small, as this crop has not done very well this season. The corn crop is made and it is only a question of ripening and harvesting now with the farmer. This crop will be a big one and according to some grain men Texas will have one of the biggest yields of corn in her history. In the course of the next ten days something definite will be known about the size of the small grain crop, as by that time the movement will be very heavy and harvesting and threshing will be practically over in the state.—J. S. W.

WISCONSIN.

Milwaukee, Wis.—Janvier Le Duc, at one time a well known grain dealer, died June 19, aged 73 years.

Bagley, Wis.—The Hunting Eltr. Co. has closed and will remove the machinery from its cleaning eltr.

Milwaukee, Wis.—Purtelle Bros., grain and stock brokers, closed their offices suddenly, leaving customers' claims of \$18,000 unpaid.

Milwaukee, Wis.—The bank account of the Maek Commission Co., a bucket shop, has been garnisheed by customers. Manager Drayton has disappeared, leaving many victims.

Milwaukee, Wis.—The Hadden-Rodee

Co. has suspended business and transferred its trades to B. W. Frank & Co. The company promises to pay all creditors in full in 60 days, 6 mos. and 1 year.

Madison, Wis., June 15.—The acreage of corn in the state is increased, some 4 per cent, over that of last year. The stand of corn is not even, and up to date the young plants have made slow growth. There is also much complaint of the ravages of grubs and cut worms. The acreage of potatoes will be somewhat increased in the state, though not particularly so in the leading potato growing counties. In some localities, farmers have been restricted, in their planted acreage, by the scarcity and high price of seed. There has been a tendency toward earlier planting, than in the past, late potatoes rotting worse last year, than those planted earlier. Early planted potatoes have made a good stand and are looking well. The acreage of peas and beans, never large, remains about the same as last year, while buckwheat will be considerably sown upon low lands, designed for corn, but not fit for that crop. Winter grain—wheat and rye—have maintained their standing during the past month, and are reported respectively at 85 per cent, and 95 per cent of a normal crop. Spring wheat, barley and oats have usually made a vigorous, healthy growth, and are promising. Their conditions are 94, 97 and 98 per cent. But little grain is now raised in Wisconsin for shipment outside of the state.—John M. True, Secy. state board of agriculture.

A Modern Belt Conveyor.

The accompanying cut illustrates a modern S-A Belt Conveyor 36 inches wide and over 600 feet long, recently installed by the Stephens-Adamson Mfg. Co., of Aurora, in one of the large terminal elevators. This conveyor is in the dock gallery and is one of a series of conveyors used throughout the house for loading and unloading grain.

This company has just furnished a complete equipment for another large grain elevator, in which there are two belt conveyors, each 790 feet long and 40 inches wide.

Late News.

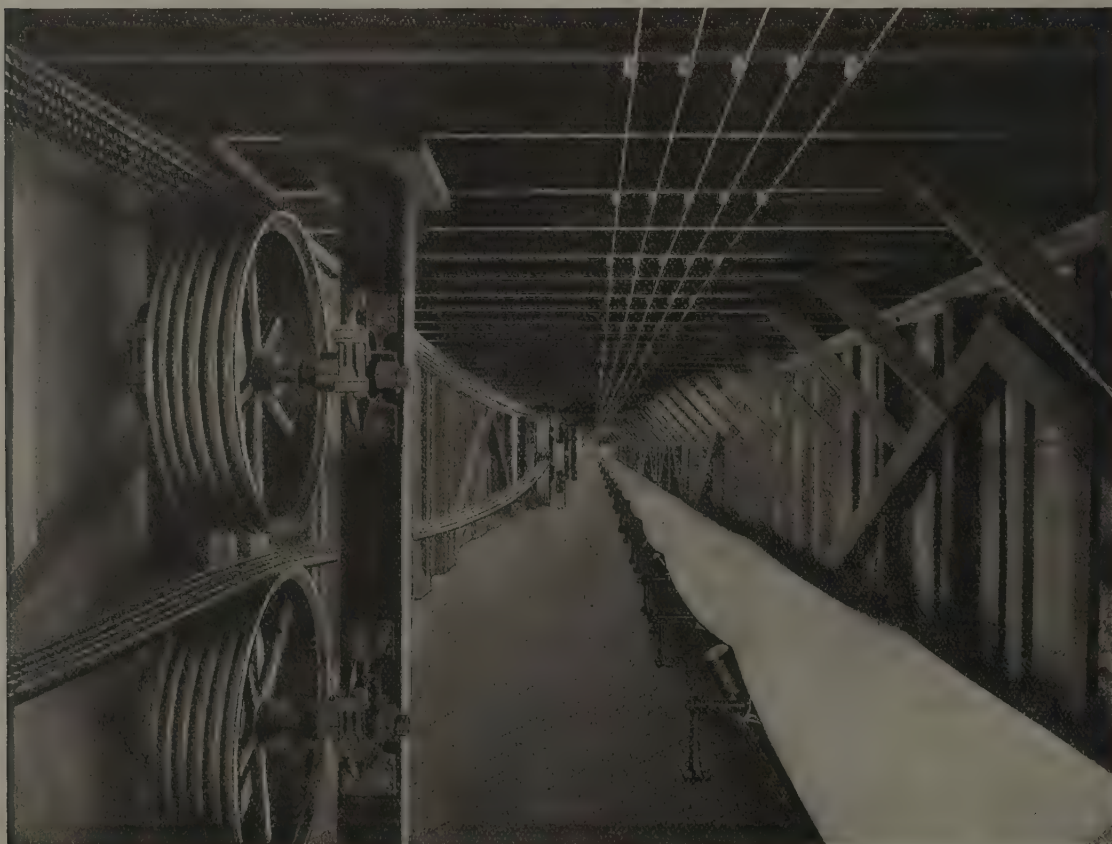
Hepburn, O.—F. J. Laubis has bot the eltr. of J. B. Seymour.

Dixon, O., June 27.—The oats crop looks promising in this section of the country.—Singer Bros.

Kansas City, Mo.—The Chicago, Milwaukee & St. Paul Railroad began work June 24 on 18 steel grain storage tanks.

Lima, O., June 27.—A spontaneous crop of weevil infests the wheat heads that escaped the winter. Oats are looking fine and have the appearance of a bountiful harvest.—Clutter & Long.

Kenton, O.—J. B. Seymour has succeeded Seymour & Ochs, but Mr. Ochs will remain in the employ of his former partner. Mr. Seymour has replaced the steam engine with a 20-h. p. gasoline engine.



A 600-foot Belt Conveyor for Grain.

Swisher, Ia.—The Jackson Eltr. Co., of Cedar Rapids will erect an eltr.

Deers, Ill.—Edwards & Steel have let the contract for their new eltr.

Mitchell, Kan.—The Mitchell Grain & Supply Co. incorporated, \$8,000 capital stock.

Lester, Ark.—The Lester Mill Co. has increased its capital stock from \$30,000 to \$125,000.

A sample of new oats was received at Chicago June 27 from Iowa. It was of good length and well filled.

Goodfield, Ill.—S. E. Naffziger of Minier, has bot the eltr. of Roberts, Moschel & Mosiman.

Cramer, Ill.—The Cramer Grain & Coal Co. incorporated, \$2,500 capital stock. Incorporators, O. S. Stevens, Jas. Kyle and B. K. Moul.

Hopedale, Ill.—The sons of B. T. Railsback, who died some time ago, will continue the grain business as B. T. Railsback's Sons.

El Reno, Okla.—The eltr. of the Canadian County Mill & Eltr. Co. burned June 21, with a large quantity of oats and wheat. Loss, \$5,000; partly insured.

Trenton, N. J.—The Trenton Grain & Hay Co. incorporated, \$10,000 capital stock. Incorporators, Harvey G. Reed, Geo. S. C. Reed and Edward McKenney.

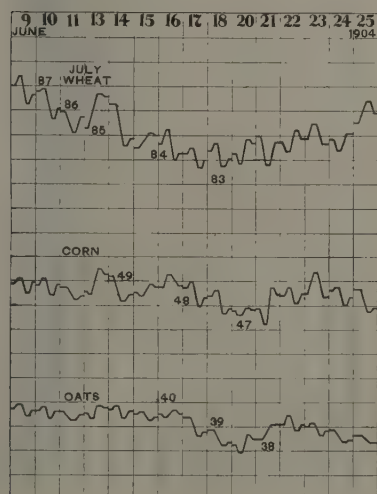
New York.—The United Stock, Grain & Provision Co. incorporated, \$10,000 capital stock. Incorporators, J. H. Ahern, G. H. Harrington and others.

Avon, Mass.—Lightning struck the grain house of O. B. Crane, June 21. The building and a large quantity of grain, hay and feed, was burned. Loss, \$2,500; partly insured.

Hitchcock, Okla.—The Hitchcock Mill & Eltr. Co. incorporated, \$15,000 capital stock. Incorporators, I. H. Lookabaugh, E. H. Lookabaugh and H. C. Lookabaugh of Watonga, and J. C. Dill of Okeene.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the July delivery at Chicago for 2 weeks prior to June 27 are given on the chart herewith.



Legitimate Speculation.

Innumerable scathing philippics have been hurled against speculation in an indiscriminate manner, some going as far as to advocate government interference in putting a stop to dealing in futures. This is absurd, as it would be impossible to carry on business in the present day without regard to the future of values. Besides, the government of any country would be interfering with the liberty of the subject were it to put a limit to the time contracts of traders. One of the worst forms of speculation, to our mind, is the "cornering" business, when a man or a combination undertakes to concentrate the supplies of staple articles, and control them sufficiently to extort high prices, as has been done in the case of the great food product, wheat, and that staple article, cotton.

As we have before pointed out, speculation in wheat or provision on margin is just as legitimate as if the goods were bought outright. In fact, the Privy Council of England has decided that speculative contracts entered into by part payments or margins are in every sense as binding as when the goods are bought and sold right out for investment; and those who have the privilege of buying or selling goods or securities on margins of say 5 or 10 per cent, when they think there are profits to be made, should in all equity be held liable for any losses that may occur through adverse turns in the market just as they are entitled to any profits arising from the market turning in their favor. As has been argued by us before, in the so-called good old times, when speculative buying played a comparatively insignificant part in commercial transactions, and our fathers were content to deal with values from the simple standpoint of spot supply and demand, they had no occasion to rack their brains about the long futures. Sufficient for them was the price as governed by the actual supply and demand from time to time, and consequently the "even tenor of their way" was undisturbed by the innumerable disappointments which in these times harass our merchants through an undue solicitation regarding the future, or, in other words, the mania for interpreting the distant options. And yet it cannot be gainsaid that, if the business of the present day were divested of its speculative characteristics, one of its most fascinating elements would be eliminated, and the old hum-drum method of confining business to the actual transfer of goods bought and sold would not be tolerated, as man has acquired such a habit of discounting the future and trading upon its probabilities, and even possibilities, that to deprive him of the pleasure of indulging in the art of divination regarding the future of prices would appear to him too great a despotism to be borne.—Montreal Trade Bulletin.

The Industry in Oil Seeds is an interesting reprint from the yearbook of the Dept. of Agriculture by Chas. M. Daugherty of the Bureau of Statistics.

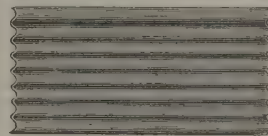
The recounts of the condition of the wheat crop in Austria-Hungary are of a favorable nature, which applies to both the summer and winter crops. In a few instances complaints were received from Bohemia about the undue amount of rain; while in Hungary, in some districts, more moisture is needed.—Urbain J. Ledoux, American consul at Prague, Austria.

The Best Car Mover

moves any size car, loaded or empty, with ease, under any ordinary condition. Works under the brake beam. Shipped promptly to responsible parties on 30 days' trial. Never had one returned. No elevator equipment not complete without one.

O. S. POTTER, TOLEDO, OHIO.

We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., Chicago, Ill.

THE WEIS CLIP.

One of the handiest little office appliances ever devised. If you have never used "clips," or have used the other kind, and they have proved unsatisfactory just try one box of "Weis Clip," only 10c per box of 100.

All modern business houses use them for fastening letters, copies, checks, samples, cards, index cards, etc., etc.

10c per 100; \$1.00 per 1200 at stationers. Same price delivered, from us.



The Weis Brush Tube and Library Paste.



Easily the cleanest and handiest paste holder and distributor ever devised. We would like to have you try one "Weis Brush Tube." If you do any pasting, you will be delighted with it. 10 cents; \$1.00 per doz. at stationers. Same price delivered, from us.

THE WEIS BINDER CO., 169 Lurange St., Toledo, O.

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ANNUAL MEETING OF ILLINOIS GRAIN DEALERS ASSOCIATION.

The Eleventh Annual Meeting of the Illinois Grain Dealers Assn. was held in G. A. R. Hall, Decatur, June 15th.

The meeting was opened by Pres. Mowry, who announced the singing of "Illinois" by the audience, led by Mr. J. E. Bacon.

In the absence of the Mayor, who was on the program for an address of welcome, Pres. Mowry welcomed the dealers to the city and S. S. Tanner of Minier responded.

Upon motion, the reading of the minutes of the last annual meeting was dispensed with.

Pres. Mowry appointed the following Committee on Resolutions: J. W. Radford, Chicago; H. N. Knight, Monticello; E. R. Ulrich, Springfield.

H. J. Patten, Chicago: I move that the Pres. appoint a committee of five on Nominations, to report all nominations.

The motion was seconded and carried, and the following committee appointed: G. C. Dunaway, Utica; Lee Metcalf, Illinois; H. H. Newell, Bloomington; W. S. Smith, Mt. Zion; F. L. Ream, Lostant.

E. F. Unland, Pekin: I move that a committee of five be appointed as a Committee on Credentials.

The motion was seconded and carried, and the following committee appointed: E. F. Unland, Pekin; James Delaney, Niantic; E. W. Crow, Blue Mound.

The meeting adjourned to meet at 1:30 p. m.

Afternoon Session.

The afternoon session of the meeting was called to order at 2:30, and G. A. Wells, Secy. of the Iowa Assn., read the following paper:

We are living in a progressive age and considerable advancement is being made in the work of Grain Dealers Assn's as well as in other organizations of like character.

We secretaries of State Grain Dealers Assn's are becoming so well acquainted with each other, that each secretary naturally takes advantage of any opportunity possible to profit by the experience of the others, and we find that a secretary to be successful must become somewhat of a genius in his particular line of work. In fact he may almost consider himself a Doctor of Harmony and Influence.

The broad purpose of a grain dealers asso. should be to promote harmony, not only as between the members themselves, but also as between the members and other interests, even the farmers, and to establish such a thorough organization of the grain dealers as to be able to secure concerted action and thus exercise when necessary a judicious prestige and influence.

In addition to this I believe that in as much as society is coming to be composed of organizations rather than of individuals, that each and every organization, particularly trade organizations, should assume a responsibility and a duty to society and the public welfare.

No trade organization can succeed whose methods of work and purposes sought are wholly selfish, and it is just as essential for the well being of a trade organization as for an individual to have the confidence and respect of the public.

A trade organization should not exercise influence to tend toward monopoly further than to uphold a principle that the business be confined to those who are properly engaged therein and have proper facilities, such as the public demand, and conduct the business with the spirit and

purpose of earning legitimate margins of profit.

A trade organization should not undertake arbitrarily to control prices, but it is legitimate and right to exercise reasonable influences to prevent ruinous competition and at the same time an association should see that unreasonable profits are not taken.

I am not in favor of the organized local grain dealers Assn. and am going to suggest that you consider the idea of discontinuing the locals in Illinois, and I presume that there will be more or less opposition to my views on that subject.

I suppose that you are aware that the western state asso's do not have the organized local grain dealers asso's. Experience has shown that the best work can be accomplished by having a secretary who receives a salary and gives his whole time to the work.

It is customary, however, in states that do not have the locals, for the state Secretary to call local meetings of grain dealers at such times and places as he may find necessary to accomplish the most good, but these meetings are not called regularly and neither do we always call meetings of the same localities, the secretary using his judgment as to what dealers and what place will be the most favorable to be effective in getting results, and the results sought for are that friendship be promoted and obstinate dealers harmonized by acquaintance.

My experience is that grain dealers when they become acquainted and friendly with each other will usually have sense enough, if certain ideas of moral responsibility and discipline are upheld by the asso., to maintain reasonable profits, and if the state Secretary will keep in touch with local conditions generally, and call meetings as circumstances require, the troubles will largely adjust themselves with the aid of such influence as the Secretary may use.

Of course, there will be certain chronic cases that will be hard to dispose of that he can keep working on continually and there is almost always a time when some influence can be exercised that will reach them, and the Secretary must watch for that opportunity.

In Iowa we begin about July 15th with the local meetings covering the entire territory as fast as possible. In making up my list of dealers for each meeting, I study the local conditions carefully and always have in mind any local personal difficulties that may exist, using every opportunity possible in connection with the meeting to exercise an influence to dispose of personal troubles and a certain line of policy is thus mapped out before hand for every meeting.

The size of the meetings called depends on circumstances and sometimes it may be best to call only a very few dealers together; while at other meetings it is consistent to include a larger number.

The hardest work the Secretary has to do is to secure an attendance of the particular dealers he wants and must have to get results and I sometimes spend several dollars using telephone to make sure of their attendance.

As I have stated I make up a list of stations and dealers for every meeting and when the meeting is called to order, I call on each dealer to state what the conditions are at his station, as to whether proper margins are being maintained or not, and any other questions pertinent to the general situation.

Frequently some dealer will be accused of sacrificing his margins and he will have for his reason perhaps that some competitor forced him to do so, but he took some farmer's word for it which was not true, and it will thus be shown that more confidence is a necessary thing for self-protection, and such feeling of confidence will grow until finally farmers' lies don't count. We always include non-members in our meetings and the question of membership is hardly ever discussed.

That old and homely saying that "too many cooks spoil the broth" it seems to me is applicable to asso. work in having local asso's, and consequently, so many officers that it is impossible to establish a general definite policy to accomplish a

single purpose, and secure concerted action in matters of general concern.

There is certainly a large field of work for a state grain dealers asso. in Illinois along lines that are legitimate for the good of the grain trade, and also along lines that are for the public good.

Having within this state the largest terminal grain market of the world and suffering as the grain trade and the farmers are from the political abuses connected with the state supervision of weights and inspection offers an important political state work.

The improvement of quality and yields of grain may be given attention in such a way as to be of much benefit to the farmers and the public.

Extend your work along these lines and you will be surprised at the harmonious results, both as among the dealers and also as between the grain dealers and the public.

The grain business is a legitimate business, and perhaps no other line of commercial business is so closely identified with the public welfare; it is so much so that the grain business may almost be considered as semi-public.

Grain dealers have a right, that they should insist on, of having legitimate margins of profit; however, they have no right to take unreasonable profits, and a grain dealers asso. that secures a general condition whereby all grain dealers earn reasonable and legitimate profits, and in no case take unreasonable profits, has performed a work for the public good.

That general chaotic condition where no profits are earned at some stations with ruinous fights perhaps being conducted, while at other stations unreasonable profits are taken, is entirely undesirable from a public standpoint and hazardous for the dealers.

Each individual grain dealer and member should assume personal responsibility in local troubles and adopt conciliatory rather than retaliatory measures, and with a membership of this character a state secretary can do good work locally and also accomplish results along general lines.

Concerted action and judicious exercise of prestige is the best demonstration of thorough organization, and you should have the largest and most important state grain dealers asso. in Illinois of any state.

Capt. I. T. Rumsey said:

As I look around upon the walls and see the familiar faces of those whom I followed to victory, so many years ago, it inspires me. When I look about and see this room full of such intelligent young men, I feel that this country and this state is safe; safe in its government; and that the Illinois Grain Dealers Assn., is safe if it acts upon the rules and regulations which all organizations must have for their success.

When I returned from Shiloh a short time ago after going there to dedicate the Illinois monument, I found on my desk a letter asking me to speak at the meeting of this assn., and then another letter came stating that inasmuch as I had not responded and learning that I was away, they had put me on the program for an address. I was left to choose my own subject and I got to considering what I should talk about. At the meeting a year ago there was a great lack of harmony. Now, no organization, no government can succeed unless there is harmony. Therefore what little I have to say, is along the line of harmony.

I was very glad to hear from Mr. Wells. He has been most successful in carrying on a successful grain dealers' assn., in Iowa. He has shown you the necessity of harmony. He has shown you that harmony means a close connection with all the dealers of the state. Now it seems to me that there is a little too much of local interest, perhaps local pride. The dealers feel that they know what to do, that they can take care of their own business, they can take care of their locality, and therefore they do not need a state organization. If the state asso. is to do you any good I think it needs close connection with all the different localities. Now it seems to me that while we have these local associations you might make your Board of Directors up of the different presidents of the local assns., and in that way keep in close touch with each other. They could see where they hitch and where they do not hitch, what is necessary in one locality that is not necessary in another, and they can thereby work together and bring the whole state into harmony. I do not see any other way of doing it. If you allow the local

assns. to go on and lose their interest in the state, believing that they can take care of the work of their locality. It seems to me they will grow apart rather than together and I hope that the nominating committee has seen fit to consider that, and that you will elect directors who will be connected with the different local organizations.

I did not intend to make a speech, but I thought a few remarks would be pertinent and help to do away with the feeling that has existed to a certain extent in this state, I feel, furthermore, gentlemen, that this is the most important meeting the grain dealers of Illinois have ever had.

You have what some term a common enemy. They should not be an enemy exactly, but you have at any rate common interests. These common interests must be maintained, they must be supported. They can only be supported and protected by harmony, unity and fellowship, one with the other, and this is the time for it, otherwise I think the differences will grow wider. Those you feel need looking after will grow strong, will take on more courage and say as is sometimes said on the market, "We have got them on the run." You do not want them on the run. Be united, stand together, and some one else will be on the run.

After repeated calls for "Tanner" Mr. Tanner arose and said: Mr. Chairman and brother grain dealers! It is not my intention to make a speech. I could not do so if I wanted to. I think the remarks of Mr. Wells and Mr. Rumsey are very opportune at this time. There is a lack of harmony among the grain dealers at many places at the time we need unity of action. I am willing to do my part. If the local association is to become a thing of the past, let us secure a representative Board of Directors. As far as this common enemy is concerned I can see them in the distance now and they are going in the opposite direction. We have one of them at one of the stations where we are operating and I will tell you honestly and fairly as far as the harm they are doing, I would not care if they had one at every station. The fever is on and must run its course, and after it has run its course the good work of the Illinois Assn. will go on and must go on at the time the fever is on or we will be scattered.

Secy. Stibbens was called upon and said: Mr. President and Gentlemen! Mr. Mowry has said I was on the program but that is not so, I was not. The Secy. has asked me to talk on arbitration and I shall try to say something on that subject, but I do not intend to make my remarks personal.

Arbitration in my opinion is one of the fundamental principles in asso. work and should be used by members of the trade having honest differences that must be adjusted by arbitration or in the courts, and it has been shown in the past few years that it is in the interest of every man to settle disputes by arbitration, because three disinterested grain men being accustomed to the practices of the grain trade, being familiar with the customs of the trade, are more competent to decide as to the rights of the individuals than any jury or judge in this land. Every grain dealers' assn. should compel their members to arbitrate differences with receivers or members of other assns., for if you do not you bring your own organization into disrepute and when you do that with the receivers of this country you are in a bad position because the grain dealers assns. cannot exist for 48 hours unless they have the undivided support of the receivers in the different terminal markets of this country. I take it that the time has come when every organization should suspend or expell any member of theirs who refuses to arbitrate a difference with a receiver in a terminal market. Arbitration has become so popular that people who are not identified with any organization are now seeking the medium of the arbitration committees to decide their differences instead of going into the courts.

If an organization does not rigidly enforce the rules of arbitration they cannot hope to retain the respect of the receivers who make it possible for them to continue in business.

If the Illinois Assn. as well as other asso's will rigidly enforce arbitration among their members they will raise the standard of their membership in the eyes of the people in the different markets beyond suspicion, and I believe after you have given this matter sufficient thought that when a man in any of the terminal markets has a difference with you, al-

though you may think you are right, you will want to arbitrate, and do it immediately.

Pres. Mowry: Is the Committee on Credentials ready to report?

Mr. Unland, chairman of the Committee on Credentials, reported as follows: Your Committee on Credentials beg leave to report that they have examined the roll of the members and find same correct, and that all names so enrolled are entitled to a seat in this convention. I move the adoption of this report. Seconded and carried.

Chairman J. W. Radford read the following resolutions, which were adopted:

Resolutions.

We congratulate the members of this assn., on the fact that they have participated in the general prosperity of our nation, but would call your attention to the fact that, as in all lines of business and trade, the best asset and the most important factor in your welfare is the good will of your customers and as your interests and the farmers' are identical you can see the necessity of cultivating and retaining their good will.

BE IT RESOLVED that we hereby commend the efforts of the various exchanges looking toward the correcting of the evils pertaining to the weighing of grain in the various markets.

RESOLVED that we recommend a closer affiliation of the various state and local assns., thru the Grain Dealers Nat'l Assn., or otherwise as may be deemed best.

RESOLVED that we commend the Grain Dealers National Assn., for the efficient work it is doing for the betterment of the grain trade generally.

WHEREAS in time past there has been quite a variation in the matter of inspection in the different markets of the U. S., which we think can be remedied by the Chief Grain Inspectors National Assn., we hereby heartily endorse the efforts of the said assn., and trust its efforts will meet with merited success, as it is a matter of vital importance to the trade to have inspections in the various markets more nearly uniform.

WHEREAS the legislature of this state will convene before the next annual meeting of this assn., and

WHEREAS all the dealers of this state are vitally interested in separating the inspection of grain from politics and putting the same on a strict merit and civil service basis, therefore be it

Resolved that each member of this assn., use every possible effort to see that only such men are elected to the legislature as are in favor of strong merit and civil service law, the various state officers and institutions.

We commend and thank the retiring officers of this assn., for their efficient untiring efforts in behalf of the grain trade.

WHEREAS it has seemed best by a wise providence to remove from our midst by death our fellow members and associates Mr. C. T. Nash, Chicago, G. B. Dewey, Chicago, W. L. Dumont, Decatur, B. Z. Taylor, Decatur, W. M. Clegg, Tower Hill, be it

Resolved that it is the sense of this assn., that with deep sympathy we feel their departure from among us and herewith instruct our secretary to convey to the families of each our heartfelt sympathy in this their hour of bereavement.

Upon motion, the Secy. was instructed to forward a copy of the resolution regarding the separation of state politics from state grain inspection to the present Governor, and to each of the two candidates for Governor.

Mr. Radford: The committee drafted a resolution which I will read, but which was not approved by all the members of the committee.

WHEREAS, A strife for the nomination of Secy. has caused considerable friction which does not tend to the best interests of this Assn.; therefore, be it

Resolved, That this Assn. will pass the election of a Secy., referring the same to the Board of Directors, to be elected at this meeting, and hereby ratify and confirm in advance the action of said Board

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of Directors in the choice of a secretary. As Mr. Ulrich dissented we got up the following resolution:

Be it resolved, That the Constitution and By-Laws of the Illinois Grain Dealers Assn. be amended to provide for the employment of a Secy. by the Board of Directors at such a salary as they may deem best for the good of the Assn.

Mr. Radford moved the adoption of the resolution and the motion was seconded.

Mr. Rumsey: I move that the motion to adopt the resolution be laid on the table. His motion was seconded and carried by a vote of 66 to 18.

Pres. Mowry: We will now have the Secretary's report.

Secy. Beyer read the following report, which was adopted:

Secretary's Report.

I take pleasure in submitting this my first annual, and the 11th annual report of our Asso.

One year ago there were 669 members reported, this was an error of 36, there was an error in the count, as I found only 633 names enrolled on the books.

Of this number we have lost 84 since last June, and I have secured 62 new members since then, so that our membership to-day is only 621.

Of the 84 that we lost one died, ten receivers, and three shippers withdrew, and the others either sold out, or were dropped for non-payment of dues. I found quite a number of members who were two, three and some four years in arrears, and all who were three and four years in arrears were dropped a short time ago, after repeated efforts on my part to have them pay up had been unsuccessful.

There are 46 members who are two years in arrears, 154 who are one year in arrears, and 20 who are less than one year in arrears.

I have met with some success in collecting from some of the members who were two years in arrears, so decided to give the balance a chance to pay up at this meeting. In case they do not do this, I would recommend that they be dropped.

Some of the receivers that withdrew made the statement that as they were members of the National Asso., they would affiliate with the Assos. of each state; others said that as they had no country elevators they confine their membership to the National Asso. Of the shippers that withdrew, one said he belonged to a local association, and did not care to belong to two assos. of this kind. One was dissatisfied with the officers elected last June, and the other one withdrew because his competitor was a member of the Asso.

The first six or eight months of my work as Secretary, was taken up principally in settling differences between country dealers, this gave me very little time for any thing else, and there was not so much new work done as I expected to do, but I am very glad to say that those differences are very few, at the present time, and there will from this time forward, be more time for new work.

ARBITRATION.—We have had twelve cases of difference between receivers and shippers, decided by our Arbitration Committee, and a great many have been settled without the assistance of the Arbitration Committee, by the Secretary. These cases of difference represent a very large amount of money in dispute, and a very large saving of money in the way of attorneys fees.

Several of our members have refused to arbitrate, and their names would have been presented to the Executive Committee, had not one of the Committee been out of the state, and if it is the will of the Asso. that I am their Secretary for another year, this will be one of the first matters that will be attended to.

I consider arbitration one of the greatest features of Asso. work, all grain dealers Asso's are committed to its principles, and we must discipline any of our members who refuse to arbitrate, or we are bound to lose our prestige as an Asso.

LOCAL ASSOCIATIONS.—I find that local assos's are to a certain extent a detriment to the state asso., as some of the dealers who belong to the locals and are paying from five to twelve dollars a

year to the support of such local, do not care to contribute to the support of the state asso. One representative of a local asso. remarked that the state asso. had grown so large, that it was unwieldy. I have always believed that there was strength in union, also in numbers, and the larger our number, the more powerful we would be.

While local assos's are a good thing in a great many ways, and are doing a great good in attending to local affairs, which has resulted in a better acquaintance, and a more friendly feeling among the grain dealers, they can not accomplish all that is needed in asso. work. If any changes are brought about in a terminal market, they are brought about by the state asso., and by the assistance of the National, and other state assos's.

I will call your attention to the remarkable change in the St. Louis market since last October, the stealing of grain in the railroad yards, prior to that time, and the consequent short weights were appalling.

Since then through the efforts of the Secretaries of the different State Asso's, and the National Secretary, these shortages have been reduced wonderfully; the number of employees in the Weighing Bureau has been more than doubled, watchmen with police authority have been appointed, and special attention is given to the guarding of grain in R. R. yards. And the Weighing Bureau of the Merchants Exchange of St. Louis is fast forging to the front as one of the most efficient in the country.

Some work was also done at Memphis and other points, and conditions made decidedly better at all points except East St. Louis, where matters are in the hands of the politicians, but recent events lead me to believe that the prospects of relief in that quarter are very bright, and I am in hopes that the Lord will direct the steps of the Woodman at Springfield with his little ax to East St. Louis, and that no political weigher may escape him.

The Advisory Committee of the National Asso. composed of the Secretaries of the different State Asso's, are continually at work investigating the conditions at the different terminal markets, and are inducing receivers to improve their methods of handling, and weighing grain, and are bringing receivers and shippers closer together.

Some dealers appear to think that the only object of a grain dealers' asso. is to control competition and prices. This is a mistake, as our Asso. does not work on these lines, and does not fix prices, or try to stifle competition. We are opposed to an unreasonable margin of profit, but claim that we are entitled to a fair remuneration for our investment and labor, and no fair minded man will expect us to do business without this.

FINANCIAL STATEMENT.

Cash on hand June 3rd, 1903.....	\$ 558.84
Collections to June 14th, 1904.....	4,406.22
Total receipts	\$4,965.06
Disbursements	4,569.01
Cash on hand	\$ 396.05
Bills receivable (unpaid adds in directory)	360.00
Desks, chairs, typewriter, mimeograph and other office fixtures....	230.00
Net worth	\$ 986.06

Treas. H. I. Baldwin read his report, which was adopted.

After some discussion the Secy. was instructed upon motion of J. A. Wesch to pay up all dues to the National Assn., for members in good standing in the Illinois Assn.

H. N. Knight, for the Insurance Committee, stated that the committee had no report to make.

C. A. McCotter was asked to speak, but stated that he desired only to call attention to the statements which he had distributed about the room, which showed up well for the company. There were no unpaid losses on the books of his company.

The chairman of the Committee on Trade Rules being absent, C. A. Burks made the following report for that committee, and moved its adoption:

Report of Trade Rules Committee.

We your Committee on Trade Rules beg leave to recommend that inasmuch as the Illinois Grain Dealers Asso. is affiliated with the National, and inasmuch as others of the State Asso's, have already adopted the trade rules of the Grain Dealers National Asso. and appreciating the benefits derived therefrom most respectfully recommend, that, our Asso. adopt the Trade Rules of the National Asso. which now govern transactions between buyers and sellers of grain and mill feed on track, and further recommend that the members of this Asso. familiarize themselves with these rules, and follow them closely, thereby avoiding misunderstandings concerning contracts as nearly as possible.

The motion was seconded and carried. Chairman Dunaway reported as follows for the Committee on Nominations: For Pres., A. W. Lloyd, Chicago; Vice-Pres., J. N. Hairgrove, Virden; Secy., Geo. Beyer, Decatur; Treas., H. I. Baldwin, Decatur; Directors: E. Beggs, Ashland; J. B. Woodin, St. Joseph; Geo. C. Dunaway, Utica; G. C. McFadden, Havana; E. Roberts, Peoria; C. T. Cline, Decatur.

Mr. Dunaway moved the adoption of the report.

S. S. Tanner and G. C. Patten expressed themselves as being opposed to the report on the ground that it was a weak compromise.

W. N. Hirschy: I move that we substitute S. S. Tanner's name for that of A. W. Lloyd for Pres.

Mr. Tanner: If every man in the house voted for me and the position carried with it a salary of \$10,000 a year, I would not accept it.

Mr. Baldwin: I move that G. H. Hubbard's name be substituted for Pres.

H. N. Knight seconded the motion.

Mr. Lloyd withdrew his name from the nomination.

A vote was taken and Mr. Hubbard was unanimously elected to the presidency.

A motion was made and seconded to authorize the Board of Directors to employ Mr. Lloyd as secretary on an equal salary with Mr. Beyer for the coming year.

W. S. Smith: I would like to amend the motion to empower the Board of Directors at any time there is trouble in the Assn. to employ the man that is making the trouble as secretary. [Laughter.]

Pres. Mowry: This motion does not change matters any, because the Board of Directors already has the power to employ any one they see fit to assist the Secy., the same as they have employed Mr. Beyer's stenographer. You can vote in favor of the Board of Directors employing Mr. Lloyd as assistant Secy., if they see fit. All in favor of the Board of Directors doing this please rise.

The motion was carried, only about half of those in attendance voting.

The newly elected Pres. took the chair and said:

It is certainly very unexpected to be called to this position. I certainly did not solicit it, and it was after a good deal of meditation while this matter was discussed that I consented to undertake to fill this important position for you gentlemen for the coming year, and what decided me to undertake to fill this position was the saying, "a true soldier will always do his bidding." It was only upon this ground that I would consent to accept this position at all, as I have a pretty good conception of the cares, worries and work that will devolve upon your president during the coming year. But as has been frequently stated, if I pass along this year serving you as president and create no friction I do not think I will have done much. Every act that is for the good of mankind on the earth has produced friction, has met with opposition.

The very crops, the products of the earth meet adversity as they grow. They meet frosts, dry weather, thunderstorms and cloudbursts, but by sticking to it, we generally reap a good harvest.

Evidently there will be many of you that will be ready, not only ready but anxious, to criticize the acts of your president for the coming year, but I wish to assure you that whatever mistakes I may make they will not be on account of any fault of the heart or the motive from which it comes, but an error of the mind. I shall undertake to be fair, just and generous in all my rulings and will always be ready to be corrected when wrong. I will put as strong an arm as I can to the helm, and push this assn. forward. Not only that, but if I feel that there are subordinate officers or those in the employ of this assn. who are incompetent in doing their duty, I will not be slow to tell them so. I believe in being frank, I believe in being honest and just.

We are banded together for the purpose of protecting our common interests, to promote our common welfare in a legitimate business, and sometimes some trivial matters come up that all cannot agree on. Before you make any hasty conclusion, consider these matters and consider that your fellow grain dealer has an equal and just right to his views. There is often times a great deal of trouble arising between competing buyers at the same station. A man becomes envious and seeks to ruin that which he cannot control. He wants to run or ruin. This is the wrong idea. I would suggest that when you are meeting with opposition, when there is friction between yourself and brother dealer, your first duty is to go and see him. Your first duty is to your competitor. He should be your friend and counselor. If every grain dealer will consider the rights of his neighbor and will consider his competitor his friend we will have strength. The same rule will apply between country dealers and the members of the different merchant exchanges throughout the country.

Mr. Mowry bid farewell to the Assn.

Mr. Rumsey announced that he had given his place on the program for the evening to Mr. Sidley of Chicago, who would give some facts regarding the needs of Chicago for a new charter, a subject which vitally interested the state at large.

H. G. Patten: I move that a vote of thanks be extended to the retiring officers for the thoro manner in which they have done their duties, especially to our revered ex-President, Mr. Mowry.

The motion was unanimously carried by a rising vote.

H. C. Hall: I move that a committee of five be appointed by the chair on inspection and that they go to Chicago and wait upon the new chief grain inspector and lay this matter of inspection before him and ask him to give us a fair deal on our Chicago inspection.

Mr. Mowry: I would suggest that it be a standing committee.

The motion was seconded and carried. Mr. Roberts wished to withdraw from the directory in favor of some member representing the territory north of the Illinois River.

Mr. Tanner opposed Mr. Roberts' withdrawal.

The meeting adjourned to 8 p. m.

Evening Session.

The evening session was called to order by Pres. Hubbard about 8:30.

Chairman Radford reported as follows for the Legislative Committee: As you well know, there has been no session of the legislature since we issued our last report. Will say, however, that we have kept up agitation with the legislators, in the interest of the enactment of a civil service law. I am satisfied that if the grain dealers of the state of Illinois will take hold of this matter in an active manner the next legislature will enact a civil service law that will apply not only to the inspection department, but to all

charitable institutions in the state. We take the stand that no governor would veto a civil service bill. I am pleased to say that both candidates for governor are in favor of civil service. Mr. Deneen made this a plank in his platform. Mr. Springer made the best speech that was made last winter in favor of civil service. We have a list of the votes on the civil service bill in the last legislature and it is proposed to issue a bulletin thru this assn. giving the record of every man in the last legislature on civil service. I think the grain trade needs education along that line. Most of the grain dealers are too modest. They do not recognize the influence they have. Every man who weighs grain day after day has a great influence with the farmer and can easily show him how the inspection of grain affects the price he gets for it. Last winter we issued several letters to the grain trade and it was surprising how few answered these letters. We want the trade generally to answer these letters, and next winter see that the legislators pledge themselves to support this civil service bill.

Mr. Delaney: There has been considerable discussion about the election of a Secy. in this assn., and in order to avoid that in the future I would suggest that we take some action looking toward the election of a secy. of this assn. by the regularly elected Board of Directors, and that our constitution be amended to give the directors that power.

W. N. Hirschy: I move that Mr. Delaney, Mr. Graham and the present secy. act as a committee of three to draw up an amendment. Seconded and carried.

Mr. Patten: I would suggest that either three or four of those directors be made to serve for two years and at each succeeding meeting either three or four directors be elected for two years.

Wm. Sidley of Chicago was introduced by the Pres., and spoke in favor of the little ballot to be voted on in the state election next fall.

The committee appointed to draw up amendments to the constitution presented the following amendments:

Article 4. At the annual meeting in 1905 seven directors shall be elected, four for a term of two years, three for a term of 1 year. At each succeeding annual meeting there shall be elected either three or four directors for a 2-year term.

Article 5, Section 2. The regularly elected Board of Directors of this assn. shall, at their first meeting, following the annual convention of each year, elect a secy. of this assn., upon such terms of compensation as they may decide upon.

It was moved and seconded that the constitution be changed as amended. The motion was carried.

Upon motion the meeting adjourned.

Convention Notes.

Carnations were distributed by representatives of Rosenbaum Bros.

From Cincinnati came G. L. Barrett and J. V. Metzger of Metzger-Hill Co, and Geo. H. Parvin.


There seems to be a growing tendency to make the meetings purely business, and less social affairs.

From Peoria came D. D. Hall, Tying, Hall & Co; B. E. Miles, P. B. & C. C. Miles, and Louis Muller.

C. A. McCotter, Secy., and J. J. Fitzgerald, state inspector of Grain Dealers National Mutual Fire Ins. Co., and Henry




Cover's Dust Protectors
RUBBER PROTECTORS, \$2.00
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KANSAS CITY, MO.

BULLETIN No. 6.

WARNING—If you have any old foggy ideas against advertising better not read these bulletins, because if you do you're liable to be converted from them in spite of yourself.

Some Men.

Some men get 60 bushels of wheat to the acre; some get 25, and some don't get their seed back—it all depends on the man.

It's just the same with advertising. Some people get big returns; others not so much; and some don't even get enough to pay for what it costs.

If you're doing advertising of any kind in newspapers, magazines, circulars, booklets, etc., it will pay you to get some one versed in the business of advertising to work the ground.

That's our business.

If you've not been using advertising as a means to cultivate your business, let us tell you how you can do it and do it profitably.

If you want to invest anywhere from \$50 to \$50,000 in advertising, let's get together.

Marsh Advertising Agency,
Stock Exchange Building, Chicago.

Stanberg, of Millers National Insurance Co., were the insurance men in attendance.

D. E. McGaw, representing McCord Book Co., Atlanta, Ga., had grain calculating books on exhibition at the St. Nicholas.

Southeastern markets represented as follows: Geo. W. Brooke, Atlanta; H. H. Hughes, Nashville; J. P. Sledge, Memphis.

Machinery men: M. Boatman, Fairbanks, Morse & Co.; T. M. Van Horn, Weller Mfg. Co.; G. T. Burrell, Burrell Eng. & Const. Co.

Indianapolis was represented by W. H. Binkley of Indianapolis Grain Co.; Bert A. Boyd; W. S. Gilbreath, W. S. Gilbreath Seed Co.

Mr. Wells' paper was well received by all the thinking members of the assn., and it is very likely that such a system as he suggests will be inaugurated by the present administration.

Toledo delegation small compared with former years. Those from Toledo: E. H. Culver; W. W. Cummins, with J. J. Coon; C. Knox, Reynolds Bros; H. D. Raddatz, representing W. A. Rundell & Co. and Toledo Salvage Co., G. A. White and J. S. Wiley, United Grain Co.

The St. Louis delegation was small on account of Hay Association meeting in that city. Among those from St. Louis were J. A. Connor, Connor Bros. & Co.; G. L. Graham; R. S. Green; S. P. Jordan; S. T. Marshall, Calumet and Western Eltr. Co.; C. T. Neal, Harris-Scotten Co.; T. C. Taylor, Brinson-Waggoner Grain Co.; Carl Wright.

Chicago delegation included F. M. Baker and B. F. Traxler, Baker & Traxler; R. C. Baldwin; John Beggs, W. F. Johnson & Co.; W. M. Christie, Fyfe, Manson & Co.; B. L. Coolidge, Pacey-Day Grain Co.; W. Crarer, Hulburd, Warren & Co.; F. J. Delaney, Nash-Wright Co.; G. W. Ehle, Ware & Leland; Sam Finney, J. M. Maguire; H. C. Hall; Gordon-Hannah; H. C. Hatterscheid, W. R. Mumford Co.; James Hayde, Creighton & Co.; W. M. Hirschy; John F. Howard; L. S. Hoyt; Samuel Mangas, W. H. Laidley & Co.; H. J. Patten, Bartlett, Frazier & Carrington; H. E. Miller; J. W. Radford; I. P. Rumsey, H. A. Rumsey, Rumsey & Co.; J. D. Stacy, Updike Com. Co.; H. C. Tait, Warner & Wilbur; M. J. Timberlake, rep. W. M. Timberlake; D. I. Van Ness, Van Ness Bros.; Oscar White and A. G. Bower, Hemmelgarn & Co.; C. H. Witthoefft, Gerstenberg & Co.; M. L. Vehon and J. G. Woodman, Rosenbaum Bros.; A. E. Wood.

Illinois dealers present were: Harry Allen, Broodlands; R. B. Andrews, Macon; W. J. Archer, Atwood; B. Barbee, Auburn; G. F. Barrett, Pana; J. F. Beall, Niantic; Edwin Beggs, Ashland, W. W. Berry, Breckenridge; A. M. Blythe, Gays; E. W. Bockewitz, Harvel; T. L. Bone, Bethany; W. Boulware, Foolsland; G. Brauer, San Jose; A. Brooks, Bloomington; Wm. Buehrig, Minier; D. M. Burner, New Holland; J. M. and M. C. Camp, Bement; J. E. Collins, Garrett; P. J. Costello, Stonington; E. W. Crow, Blue Mound; C. F. Crow, Fairmount; C. A. Davis, Stonington; Jas. Delaney, Niantic; Geo. A. De Long, Foolsland; V. Dewein, Warrensburg; John H. and Thos. Doyle, Arcola; Geo. C. Dunaway, Utica; J. A. Ellis, Deer

Creek; Wm. Ernst, Carlock; C. H. Faith, Warrensburg; G. E. Ford, Illiopolis; F. Fuson, Pierson; J. T. Gelsthorp, Beason; J. M. Greene, Wapella; T. D. Hanson, Villa Grove; A. L. Hardin, Charleston; H. J. Hasenwinkle, Bloomington; V. Hawthorne, Laplace; E. G. Hayward, Cooksville; A. P. Hill, Blue Mound; G. L. Hight, Walker; M. J. Hogan, Seneca; G. H. Hubbard, Mt. Pulaski; L. Hutchinson, Sibley; E. W. Jockisch, Boody; J. M. Jones, Dewey; Wm. Kleiss, Pesotum; H. N. Knight, Monticello; F. S. Larison, El Paso; N. Mansfield, Illiopolis; G. C. McFadden, Havana; Otis McNelly, Blue Mound; L. G. Metcalf, Illiopolis; G. W. Miller, Wapella; O. P. Morgan, Ivesdale; H. C. Mowry, Forsyth; W. O. Moyer, Charleston; Thos. New, Tomlinson; H. H. Newell, Bloomington; R. W. Noble, Bethany; Wm. Noble, Foolsland; John Rapp, San Jose; W. H. Reedy, Towaunda; H. W. Riley, Tolono; Wm. Ritchie, Warrensburg; J. C. Roe, Hayes; J. T. Samans, Pierson; C. W. Savage, Virginia; F. C. Shepherd, Birkbeck; Geo. W. Smith, Waynesville; W. S. Smith, Mt. Zion; C. W. Spitely, Lincoln; S. S. Tanner, Minier; M. Tex, Velma; Wm. Truitt, Findlay; E. R. Ulrick, jr., Springfield; E. F. Unland, Pekin; E. F. Verry, Armstrong; E. Walker, Assumption; F. L. Warner, Fisher; P. B. Webster, Lodge; J. A. Wesch, Arcola; J. H. Wilson, Danville; J. P. Woolford, Galton; J. P. Wren, Washington.

The Minneapolis, Red Lake & Manitoba Railroad Co. has been incorporated to build, by C. M. Amsden and others of Minneapolis.

Hay exports during the 10 months prior to May 1 were 52,283 tons; compared with 41,818 tons during the corresponding period of the preceding crop year.

The Philippine imports of hemp for the 12 months prior to Jan. 1 were 137,752 tons; compared with 111,500 tons during the corresponding period of the preceding year, as reported by the War Department.

Imports of beans and peas during the 10 months prior to May 1 amounted to 899,906 bus.; compared with 1,039,884 bus. during the corresponding period of the preceding season, as reported by O. P. Austin, chief of the Bureau of Statistics.

Rice amounting to 1,247,324 pounds and rice products amounting to 25,786,000 pounds were exported during the 10 months prior to May 1; compared with 454,661 pounds of rice and 185,097,736 pounds of rice products exported during the corresponding months of 1902-3.

Philippine imports of breadstuffs during 1903, as reported by the bureau of insular affairs of the War Dept., included 69,309 bus. of wheat, corn, oats and barley, and 202,522 barrels of wheat flour; compared with 26,974 bus. grain and 192,056 barrels flour during 1902.

The expansion of American trade and industry during the past five years, which increased the home consumption to a point where exports of certain commodities ceased and imports began, has had its effect on our exports of breadstuffs. Fortunately, the American surplus of grain was equal to the home demand and imports were unnecessary. It is believed the home consumption has attained its maximum for the present and that during the next few years our exports of breadstuffs will show an increase.

Grain Carriers

Lake rates on grain have dropped very low since the breaking of the strike.

Since the breaking of the lake strike members of the Lake Carriers Assn. have placed more than 100 boats in commission.

The strike of the lake captains was officially declared off June 15, Captain Paul Howell having instructed members of the union to accept positions wherever possible.

One of the objectionable features of the new uniform bill of lading that the railroads expect to force upon shippers Oct. 1 is a clause that "No carrier shall be liable for differences in weight or for shrinkage of any grain or seed carried in bulk."

Nearly all the principal commercial organizations in the country have assured the Illinois Manufacturers' Assn. that they will co-operate to prevent the use of the proposed uniform bill of lading which the railroads are preparing to force upon shippers Oct. 1.

U. S. District Atty. Bethea on June 13 decided that the Chicago Car Service Assn.'s rules are contrary to the federal anti-trust law. The change in the rules of the assn., suggested by Mr. Bethea, would disrupt the Chicago Assn. and the 40 or more car service assns. in the United States.

Trouble over the Atlantic and Gulf differential is again brewing. No agreement was reached at a meeting of officials June 18. From Kansas City the Gulf roads want a differential of 4½ cents, while the Alton, Burlington, St. Paul and Great Western declare they will not grant more than 3 cents.

A line of 25 elevators will be erected along the Glenwood extension of the Soo road by the Imperial Elevator Co., of Minneapolis. Most of the new houses will be built during the summer. A number of elevators will be built along the extension by the Woodward Elevator Co., also. The territory tributary to several of the stations is adapted to wheat growing.

Northwestern roads have made almost entire reissues of their tariffs on grain which quote rates from stations lying between the Missouri and Mississippi rivers, the effect of which is in most instances to cause very heavy advances. On some divisions, however, the final adjustment has left rates very low, and it would be advisable for every shipper to make immediate inquiry of the railroad agent at his station as to what rates are now in force. This applies particularly to Iowa points.—I.

The new car service rules established by the Mississippi Railroad Commission went into effect June 18. The following penalties will be levied: For each 24 hours' delay in switching after arrival at station and notification to consignee, \$1. Cars must be furnished within 5 days of application by the shipper, who can demand a penalty of \$1 for each day's delay. Delay in transit is punished by a fine of \$1 per day. Shipper's failure to load shall subject him to a demurrage of \$1 per car per day.

Annual Meeting of National Hay Association.

The eleventh annual gathering of the National Hay Assn. was held at St. Louis, Mo., June 14, 15 and 16, at the Forest Park University Hotel. Morning sessions only were held, the rest of the day was given up to sightseeing by the delegates.

Pres. John L. Dexter called the first session to order at 10 a. m., Tuesday. The meeting was opened by prayer.

In the absence of Mayor Wells, of St. Louis, Mr. T. R. Ballard gave the address of welcome on behalf of the city of St. Louis.

Mr. H. H. Wernse extended a most hearty welcome to the dealers on behalf of the Merchants' Exchange.

Mr. G. S. Loftus, of St. Paul, Minn., responded to these addresses of welcome on behalf of the assn.

Governor Francis, president of the Exposition Company, was then introduced. He spoke to some extent on his connection with the grain and hay business; he told of the inception of the exposition enterprise, what it represented, the educational features it offered, and gave a general idea of its magnitude.

President Dexter's report was interesting and instructive, so much so that a committee of five was appointed to consider the recommendations contained in it and report later.

The report of Secy.-Treas. Goodrich showed the total receipts to be \$6,361.05, disbursements \$3,441.01, balance in treasurer's hands \$2,920.04. Present membership in good standing 769, net gain in membership for the year 124.

H. S. Grimes, president of the G. D. N. A., was then introduced. He spoke on Co-operation Between Commercial Organizations. He thought by co-operation that all commercial organizations of this country could extend their benefits to such an extent as to be of interest and advantage to the individual members.

Mr. E. P. Bacon, of the Interstate Commerce League, was called on for a few remarks. His talk was along the line of work being carried on by the League of which he is Secy.

After some discussion on the hay exhibit, which had been prepared in a tent adjoining the convention hall, the meeting adjourned for the day.

Wednesday Morning.

The second session was called to order by Pres. Dexter Wednesday at 9:30 a. m. The meeting was opened by the report of the Commissioner for the Assn, John B. Daish of Washington, D. C. This report was a review of the work done during the year past. Mr. Daish urged the dealers to read their trade papers and keep posted. He said: "Get hold of a trade paper and read it. Read it as quick as it comes out; don't wait until it is a week old. Read it carefully, cautiously and conscientiously; keep up-to-date.

Mr. Chas. England of Baltimore, Md., as chairman, read the report of the delegates to the National Board of Trade. On a motion the report was adopted and made a part of the official record of the proceedings.

One of the most instructive features of the meeting was the able address delivered by the Hon. W. J. Spillman, in charge of the Grass and Forage plant investigation, U. S. Dept. of Agriculture, Washington, D. C., on "The Constituents of Our Hay Crop."

He said, that the men who feed horses in the cities of this country are the factor that governs the price of hay.

The reports of the various committees came next. These were adopted.

The members then adjourned to assemble on the lawn in front of the hotel, where a large group picture was taken.

Wednesday Evening.

On Wednesday evening the entertainment committee of the Merchants Exchange, St. Louis, took the delegates to the Forest Park Highlands, where the vodville, loop-the-loop, scenic railway, and other attractions held them captive for several hours.

Thursday Morning.

The third session convened at 10 a. m. Thursday, the forepart of the morning was given up to the report of special committees. The report of the committee on place stirred up much argument pro and con. The committee recommended Toledo, but there was a strong desire on the part of some to have Niagara Falls selected. The matter was finally left in the hands of the board of directors to go over the matter carefully and then decide on the next meeting place.

The report of the nominating committee recommended the following as officers of the assn. for the coming year: For president, H. G. Morgan, Pittsburg, Pa.; for vice president, J. A. Menefee, Kansas City, Mo.; for second vice-president, H. W. Robinson, Greensprings, N. Y.; for secy-treas., P. E. Goodrich, Winchester, Ind. For directors to serve two years, John L. Dexter, Detroit, Mich.; W. P. Devereux, Minneapolis, Minn.; Geo. T. McComb, Lockport, N. Y.; F. D. Voris, Neoga, Ill.; F. H. Pease, Des Moines, Ia.

This report was unanimously adopted and the above declared the duly elected officers for the ensuing year.

The newly elected officers were called upon to speak after which the meeting adjourned sine die.

Stray Straws.

Philadelphia sent fourteen delegates. Many of the dealers brot their wives. All missed the old wheel horse, A. E. Clutter.

Geo. N. Reinhart & Co. of New York gave out thermometers.

Ed Culver arrived just in time to put in a good word for Toledo.

C. E. Squier, of Philadelphia, distributed good cigars. Did you save the bands? "Not for self but for all" was suggested as a motto for the National Hay Assn.

There was a good crop of badges. They graded No. 1 and were carefully inspected.

Andy Kuhl, who always registers from Baltimore, was on deck with his usual amount of good nature.

Panoramic views of Baltimore before and after the fire, were hung in convention hall by Charles England & Co.

Much interest was taken in the hay exhibit, which consisted of various grades of hay, straw and alfalfa. This will be made a special feature of future conventions.

Mexico, it is rumored, is to have a line of country elevators and a steel terminal elevator at Mexico City.

Under the new German-Dutch grain contract buyers can reject altogether in case of difference in quality exceeding 10 per cent.

Sample Envelopes for Grain.

The Spear Safety Envelope is best suited to the needs of grain dealers. Write for samples

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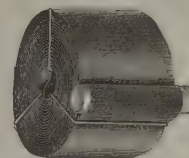
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Three and three-quarter (3¾) sections of the choicest farming lands in Assiniboia, Canada. The Canadian Pacific Railway is constructing a line from Lander, Man., west to Regina, Assn. This line will run either thru or along most of our land. Address, W. R. MUMFORD CO., Room 430 Rialto Bldg., Chicago, Ill.



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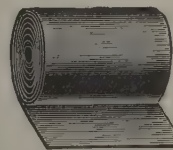
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96-98 LAKE ST., CHICAGO.
BROWN & MILLER, Managers.

Supreme Court Decisions

A landlord who, by the terms of the rental contract, authorizes the tenant to market the crop and turn over to him a portion of the proceeds as rent, waives his lien for the rent. *Planters Compress Co. v. Howard*. Court of Civil Appeals of Texas. 80 S. W. 119.

A shipper's written instruction to a station agent as to the selection of a connecting carrier is superseded by subsequent bills of lading containing no provision on the subject.—*M. H. Bessling & Co. v. Houston & T. C. Ry. Co.* Court of Civil Appeals of Texas. 80 S. W. 638.

A landlord's lien on the crop of a tenant cannot be predicated on an indebtedness of the tenant to the landlord for pasturage of stock or hire of a team where neither the stock nor team were used by the tenant in cultivating the farm.—*Tucker, Zeve & Co. v. Thomas*. Court of Civil Appeals of Texas. 80 S. W. 649.

Where plaintiff employed defendant as broker to buy and sell stocks for him, and the broker actually bought the stocks with his own money, and received the certificates, and the stocks were actually sold on the order of plaintiff, there was no wagering contract, within St. 1890, p. 479, c. 437, § 2.—*Post v. Leland*. Supreme Judicial Court of Massachusetts. 69 N. E. 361.

Where a bank cashier transmitted funds to a commission company by draft on the bank's correspondent, over his official title, to be used in grain speculation, the commission company was apprised that the cashier, by the abuse of his power, was employing the funds of the bank in speculation on his individual account.—*Kitchens v. J. H. Teasdale Commission Co.* St. Louis Court of Appeals, Missouri. 79 S. W. 1177.

The Supreme Court of Minnesota has affirmed the decision giving the Farmers Warehouse Assn. of Sleepy Eye, Minn., judgment against its agent, James Montgomery, for \$3,599. The court held that the burden was on Montgomery to show that he had paid to or expended for the plaintiff in its business all the moneys belonging to it coming into its hands; and that an agent can not make a profit for himself in the business of his agency.—99 N. W. 776.

A written instruction by a shipper to a station agent as to the selection of a connecting carrier, to which the agent assented, at the same time telling the shipper that "the office at H. [the terminal] generally took their own route, and would not pay any attention to him," did not amount to a written contract between the shipper and the company, the assent thereto being insufficient.—*M. H. Bessling & Co. v. Houston & T. C. Ry. Co.* Court of Civil Appeals of Texas. 80 S. W. 638.

Where a merchant ships goods to his broker without conveying title to him, but purely for the purpose of distribution to others, and sends to the broker a bill of lading indorsed in blank for the goods, the possession of which, by the general custom of trade, is regarded as evidence of the right to dispose of the property for

which it is issued, he cannot, in an action of trover, recover the goods from a bank which has, in good faith, and without notice of the owner's title, taken the bill of lading as security for a loan of money to the broker on his individual account, and converted the property upon default in the payment of its debt.—*Commercial Bank v. J. K. Armsby Co.* Supreme Court of Georgia. 47 S. E. 589.

A properly filed chattel mortgage upon "growing hay," stipulating that it shall be cut and stacked, and that the mortgage shall cover the same in stacks, creates a lien upon the hay in stacks upon the premises where cut superior to the lien of a levy under execution issued upon a judgment against the mortgagor, made at a time when it was apparent the hay in the stacks was of the annual crop described in the mortgage.—*Hayes v. First State Bank of Bertrand*. Supreme Court of Nebraska. 98 N. W. 423.

Where the consignee of cotton refused to accept the same on the ground that it was of inferior grade, the carrier was liable for delay, in notifying the shipper of such refusal in case the cotton was of inferior grade, only for the decline in the market price for the time intervening between the date on which by the exercise of ordinary care it could have learned of the consignee's refusal and notified the shipper and the date on which the cotton was actually sold after notice was given.—*M., K. & T. Ry. Co. v. Jenkins*. Court of Civil Appeals of Texas. 80 S. W. 428.

When a railroad accepts freight for shipment to a point not on its route, another road passing through the same place, and to the destination of the shipment, is not justified in refusing to accept the shipment at its regular published rate from the first road, by the fact that there is no agreement between the two companies for a joint through rate, notwithstanding Act Feb. 4, 1887, c. 104, Sec. 6, 24 Stat. 380 [U. S. Comp. St. 1901, p. 3156], relating to publication of joint tariffs.—*Texas & P. Ry. Co. v. Texas Short Line Ry. Co.* Court of Civil Appeals of Texas. 80 S. W. 567.

Where a consignee overpaid a consignor for cotton bought under written contract to be delivered in a particular county, a plea by the consignor, in an action for the overpayment, brought in the county where the cotton was delivered, of privilege to be sued in the county of his domicile, is unavailing, under Rev. St. 1895, art. 1194, providing that, where a person has contracted in writing to perform an obligation in any particular county, suit may be brought against him either in such county, or in the county where defendant has his domicile.—*Callender, Holder & Co. v. Short*. Court of Civil Appeals of Texas. 78 S. W. 366.

A bill of lading recited the receipt from the consignor of the goods, to be delivered "to his or their assigns." In the margin was written "S. W. 6,746," to indicate the number of the car, and the name and location of the consignee, with a designation of the connecting carrier. There was sufficient space in the unfilled blanks to have written the consignee's name. Held, that the bill authorized delivery only to the assigns of the consignor, and the designation of the assignee in the margin could not be construed to change the effect of the express language of the bill.—*Grayson County Bank v. Nashville, C. & St. L. Ry.* Court of Civil Appeals of Texas. 79 S. W. 1092.

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Kansas City, Mo.

Where defendant, who was assignee of drafts attached to bills of lading for corn shipped to plaintiff for sale on commission, directed him to draw drafts on the shippers for the difference between the proceeds of the sale and the original drafts, defendant could not object that such drafts were not drawn and presented until after the corn was sold and the difference definitely ascertained, in the absence of proof of prejudice by the delay.—*F. Groos & Co. v. Brewster*. Court of Civil Appeals of Texas. 78 S. W. 359.

Where the superintendent of an elevator, who had charge of the loading of a vessel, testified that he had no control over the vessel's men, and denied that he gave any directions or requested the hatches to be closed, and only a single witness testified that the superintendent wanted to cover up the hatches on account of the rain, and that witness ordered it to be done, but did not testify that the superintendent ordered the hatch covered so as to exclude the light, which could have been prevented, it was not error for the court, in an action for injuries to a servant of the elevator company caused by the shutting off of the light by the closing of the hatches, to refuse to charge that, if the jury believed that the seamen covered the hatch by direction of the elevator superintendent, plaintiff could not recover on the ground that, if the act in so doing was negligent, it was the negligence of plaintiff's fellow servant.—*Netherlands-American Steam Nav. Co. v. Diamond*. U. S. Circuit Court of Appeals. 128 Fed. 570.

Where, under the terms of a contract between an owner of land and another, who agrees to cultivate it on shares, the

relation of landlord and cropper is created, the title to all crops grown on the land remains in the landlord until there has been an actual division and settlement whereby he receives in full his share of the produce. *Civ. Code 1895, Sec. 3131*; *Wadley v. Williams*, 75 Ga. 272; *Almand v. Scott & Co.*, 4 S. E. 892, 80 Ga. 95, 12 Am. St. Rep. 241. That the cropper furnishes the labor necessary to the making of the crops, and is to receive a portion thereof as compensation for his services, does not place him in the situation of a partner having an undivided interest in the product of his labor. *Padgett v. Ford*, 43 S. E. 1002, 117 Ga. 510, and cases cited. So, if the owner of the land wrongfully refuses to comply with his obligations in the premises, the remedy of the cropper is to assert a laborer's lien on the crops grown by him (*McElmurray v. Turner*, 12 S. E. 359, 86 Ga. 215); for he cannot maintain against the landlord an action of trover, the title to the crops being in the latter (*Bryant v. Pugh*, 12 S. E. 927, 86 Ga. 525, 529).—*De Loach v. Delk*. Supreme Court of Georgia. 47 S. E. 204.

Cobs.

Levi Z. Leiter, Joe's father, died June 9. Australia, which imported wheat last year, has re-entered the list of exporting countries.

A red ant has been discovered by the Dept. of Agriculture, which destroys the cotton boll weevil.

Indian reservation openings in Minnesota and Dakota are described in a folder issued by the Great Northern Railway, giving valuable information to intending homesteaders.

Malt exports during the 10 months prior to May 1 were 346,842 bus.; compared with 289,720 bus. during the corresponding period of 1902-3.

Broom corn exports during the 10 months prior to May 1 were valued at \$195,210; compared with \$184,255 during the corresponding period of 1902-03.

The Philippine imports of hay for the 12 months prior to Jan. 1 were 1,497 tons; compared with 2,889 tons during the corresponding period of the preceding season.

Corn oil exports during the 10 months prior to May 1 were 2,731,425 gallons; compared with 3,052,482 gallons during the corresponding period of the preceding season.

Philippine imports of rice for the 12 months prior to Jan. 1 were 737,083,174 lbs.; compared with 639,460,977 lbs. during the corresponding period of the preceding year.

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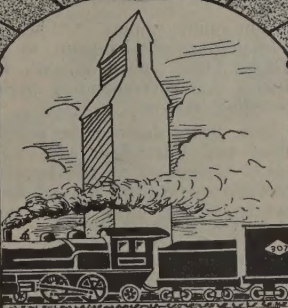
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APPLY
FOR A
POLICY
TO
C. A. McCOTTER
SECY.

STATEMENT

JUNE 1st, 1904.

Assets.

1st Mort. L'n's \$	9,500.00
Cash in Bank	20,771.54
Accrued Int.	220.10
Uncollected Premiums	848.31
Uncollected Assessm'ts	392.17
Sundry Accts.	215.60
Prem. Notes	339,085.72
Total Assets (Net Value)	\$371,033.44
Liabilities	None
Surplus to Policy Hold's	\$371,033.44

INCORPORATED 1902

SOLID AND RELIABLE

Patents Granted

Hydrocarbon Motor. No. 762,577. Leon Cordonnier, Lille, France.

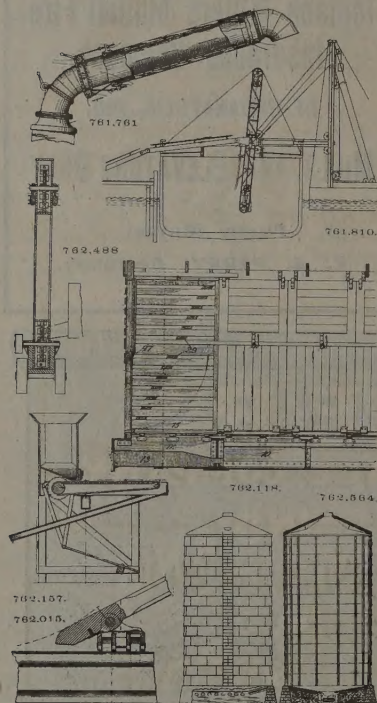
Compound Gas Engine. No. 762,421. Alois Leingartner, Milwaukee, Wis.

Carburetor for Internal Combustion Engines. No. 762,707. Jos. Grove, Birmingham, Eng.

Explosion Motor. No. 761,656. Ferdinand Charron and Leonce Girardot, Puteaux, France.

Electrical Sparking Igniter for Explosive Engines. No. 762,574. Arthur J. Bradley, Oakland, Cal.

Cooling Device for Explosive Engine Cylinders. No. 761,927. Chas. E. Van Norman, Springfield, Mass.



Mixing Box for Gas Engines. No. 761,768. Lawrence M. Johnston, Dayton, O., assignor to the New Era Gas Engine Co., Dayton.

Governor Valve for Gas Engines. No. 762,833. Reuben A. Mitchell and Lester L. Lewis, Oil City, Pa., assignors of $\frac{1}{8}$ to John F. Davis, Oil City.

Car Starter. No. 762,015. (See cut.) Henry J. Woolcott, Harrisburg, Pa. The bar is pivoted on a pin in a frame having dogs gripping the sides of the rail when pressure is applied to depress the spring holding up the bar.

Combined Grain and Stock Car. No. 762,118. (See cut.) Anton Becker, Chicago, Ill., assignor to Jos. S. Ralston, Chicago. A number of doors are hinged inside the car at the roof and floor to form either a second floor for the car or grain tight walls.

Conveyor Chute. No. 761,761. (See cut.) Geo. F. Conner, Port Huron, Mich.

The chute comprises a trunk, an extension telescoping thereon, drums oppositely secured to the trunk and adapted to rotate in unison, sheaves rotatively secured to the trunk, and ropes engaging the sheaves and drums.

Portable Elevator. No. 762,488. (See cut.) Jacob Neubauer, Wells, Minn. A framework mounted on carrying wheels supports a vertical casing in the upper and lower ends of which are sprockets over which the endless chain runs. The upper sprocket is adjustable by means of screw-threaded rods.

Cargo Conveyor. No. 761,810. (See cut.) Chas. H. Anderson, San Francisco, Cal. The elevator leg is adjustable up and down, contains an endless chain of carriers dumping their loads on transverse carriers. The elevator leg is supported from a derrick by means of a saddle, chains and pulleys. The endless chain in the elevator and the endless belt of the horizontal carrier both are driven by rope transmission from the derrick.

Bean Picker. No. 762,157. (See cut.) Glen M. Dye, Poynette, Wis. A lever is pivoted to the outlet of the hopper from which the beans are spread on the endless traveling apron. The beans leaving the apron are caught in troughs at the sides and in front. One of the 2 rollers on which the apron travels has connected with it a ratchet wheel engaged by oppositely arranged pawls, operated by a treadle and rods whereby a continuous motion of the ratchet wheel in one direction may be produced.

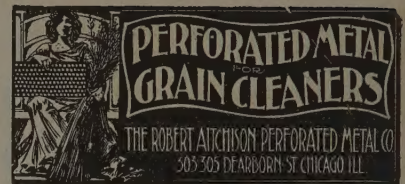
Grain Tank. No. 762,564. (See cut.) Claude A. P. Turner, Minneapolis, Minn. The grain tank is cylindrical and consists of a base or foundation of exterior and interior walls of masonry, sand filling the intermediate walls, a course of concrete or cement laid upon the sand filling, a course of tiles laid upon the course of concrete, and a covering of concrete or cement laid upon course of tiles, and a tank mounted upon the foundation, consisting of scarfed, lapped and riveted plates forming a shell, and vertical ribs to stiffen the shell; the roof consisting of a metal frame, a course of concrete or cement laid upon the frame, a course of tiles laid upon the course of concrete or cement, and a covering of pitch and gravel laid upon the course of tiles.

The Philippine imports of beans and peas for the 12 months prior to Jan. 1 were 68,732 bus.; compared with 121,310 bus. during the corresponding period of the preceding season.

The little bears deplore the passing of Kauffman and Partridge, who in their day would "stand off" a rise by the sale of incredible quantities. To whom shall the mantle of the Ursa Major pass?—Pope & Eckhardt Co.

Buckwheat exports during the 10 months prior to May 1 were 31,006 bus.; compared with 116,920 bus. during the corresponding months of the preceding season, as reported by O. P. Austin, chief of the Bureau of Statistics.

New South Wales has not received back half of the \$450,000 worth of seed wheat loaned to farmers last season on account of the drouth, tho their crop now is a good one. Much of the loan never will be repaid by the prosperous farmers who are being taught by socialistic experiments to depend on government charity.



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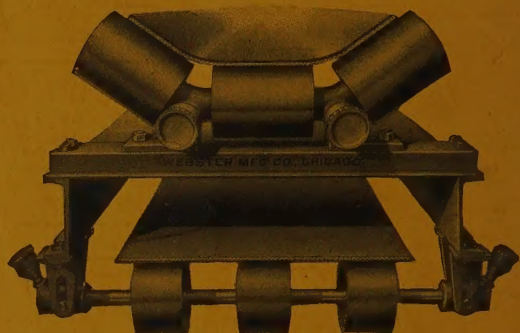
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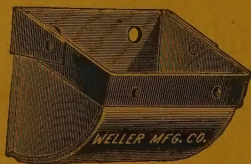
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